

*Citation for published version:*

Smith, L, Thomas, E, McGarty, C & Gavin, J 2014, 'Becoming the change: Integrating norms and identities through social interaction: Symposium: New Communication Technologies, Social Identity and Group Processes', General Meeting of the European Association of Social Psychology 2014, Amsterdam, UK United Kingdom, 9/07/14 - 12/07/14 pp. 219.

*Publication date:*  
2014

*Document Version*  
Publisher's PDF, also known as Version of record

[Link to publication](#)

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**EUROPEAN  
ASSOCIATION OF  
SOCIAL  
PSYCHOLOGY**

**GENERAL  
MEETING 2014**

**PROGRAMME**



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# Dear friends and colleagues

On behalf of the organizational team we are very pleased to welcome you all to Amsterdam for the 17th General Meeting of the European Association of Social Psychology. As you may know and certainly will experience, Amsterdam is a city of water, with more than 100 km of canals. Water is therefore the leading theme in the design products of this conference. It stands for transparency, but also for movement, and thereby represents two major aims of Social Psychology in the coming years.

EASP keeps attracting a growing number of researchers who want to present their research to colleagues. We received a total of 154 proposals for symposia, 628 proposals for individual talks and 261 proposals for posters, adding up to a total 1043 submissions. Compared with the 960 submissions in Stockholm this is again an increase and makes the composition of an interesting and inspiring scientific program all the more challenging. The program committee has worked with great dedication to achieve this aim.

The final program consists of 12 parallel sessions, including 101 symposia and 61 thematic sessions (each consisting of up to 5 individual presentations) and 696 posters that will be presented in 6 different poster sessions. In addition, we will have the traditional round table sessions during lunch break, the award session and the Tajfel lecture, all held in the Aula. The scientific program will start on Wednesday July 9th at 9.00, and end on Saturday July 12, at 18.00. The social program also has its recurring elements, including a welcome reception on Wednesday evening, the football match on Friday evening and the conference dinner on Saturday evening in the famous Grand Hotel Krasnapolski on Dam Square. As a novelty, we introduce a program app that you can use on your smart phones and tablets.

The conference will take place in buildings of the University of Amsterdam, for a large part in the Oudemanhuispoort (OMHP) and the Atrium. They are all close to each other with a maximum walking time of about 8 minutes. Holding a conference of this size in old university buildings definitely contributes to an academic and intimate atmosphere, but it also implies that we need to take measures to ensure that the safety of the many attendants will not be endangered. We want you to enjoy this year's General Meeting and try our best that it will not be remembered as a permanent mass. Therefore we will have student assistants and security employees in the central conference buildings who will give you instructions and from time to time will have to close a room because its maximum capacity has been reached. We kindly, but urgently ask you to follow their instructions and to keep your patience.

Finally, and most importantly, we hope that this conference will meet your expectations, that you will have an excellent time here, both as a scientist and a tourist, and that you will never forget this Amsterdam experience.

**Welcome to Amsterdam!**

Jean-Claude Croizet  
Chair of the Program Committee

**Welkom in Amsterdam!**

Agneta Fischer & Kai Jonas  
Co-chairs of the local organizing committee

# Exhibition

The exhibition can be found in the Atrium. EASP extends our thanks to the following companies for their support and participation:



# Sponsors

The organising committee of the General Meeting gratefully acknowledges the financial assistance of the following sponsors



# Map

**1** Aula  
Singel 411

**2** Doelenzaal  
Singel 425

**3** Universiteitstheater  
Nieuwe Doelenstraat 16-18

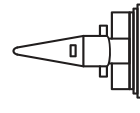
**4** VOC zaal  
Kloveniersburgwal 48

**5** Oudemanhuispoort (OMHP)  
Oudemanhuispoort 4-6

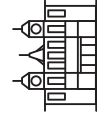
**6** Atrium  
Oudezijds Achterburgwal 237

**7** NH Grand Hotel Krasnapolsky (dinner)  
Dam 9

Orientation landmarks:



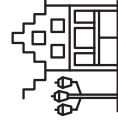
National monument



Central station



Music theatre

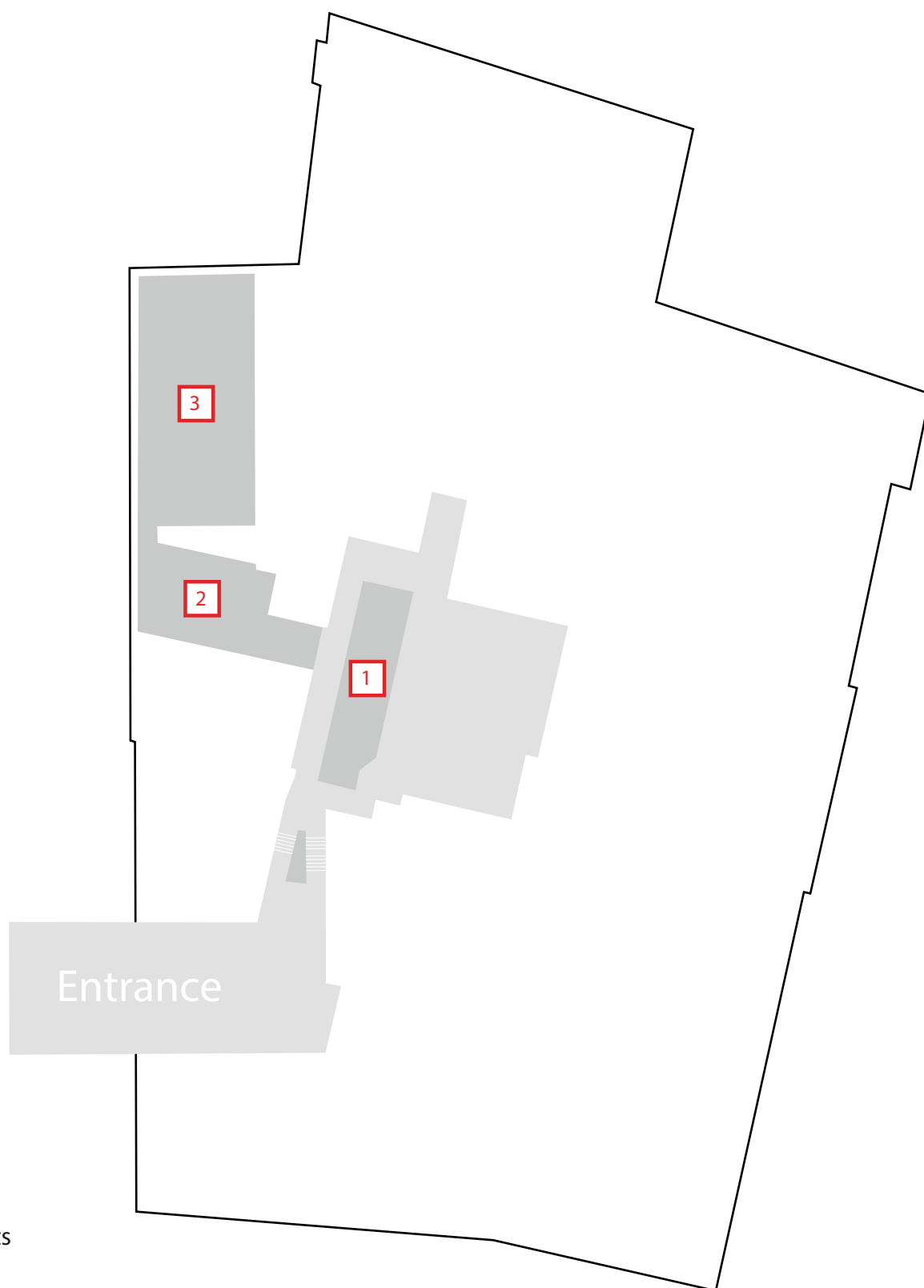


Leidseplein



# Doelenzaal

Singel 425



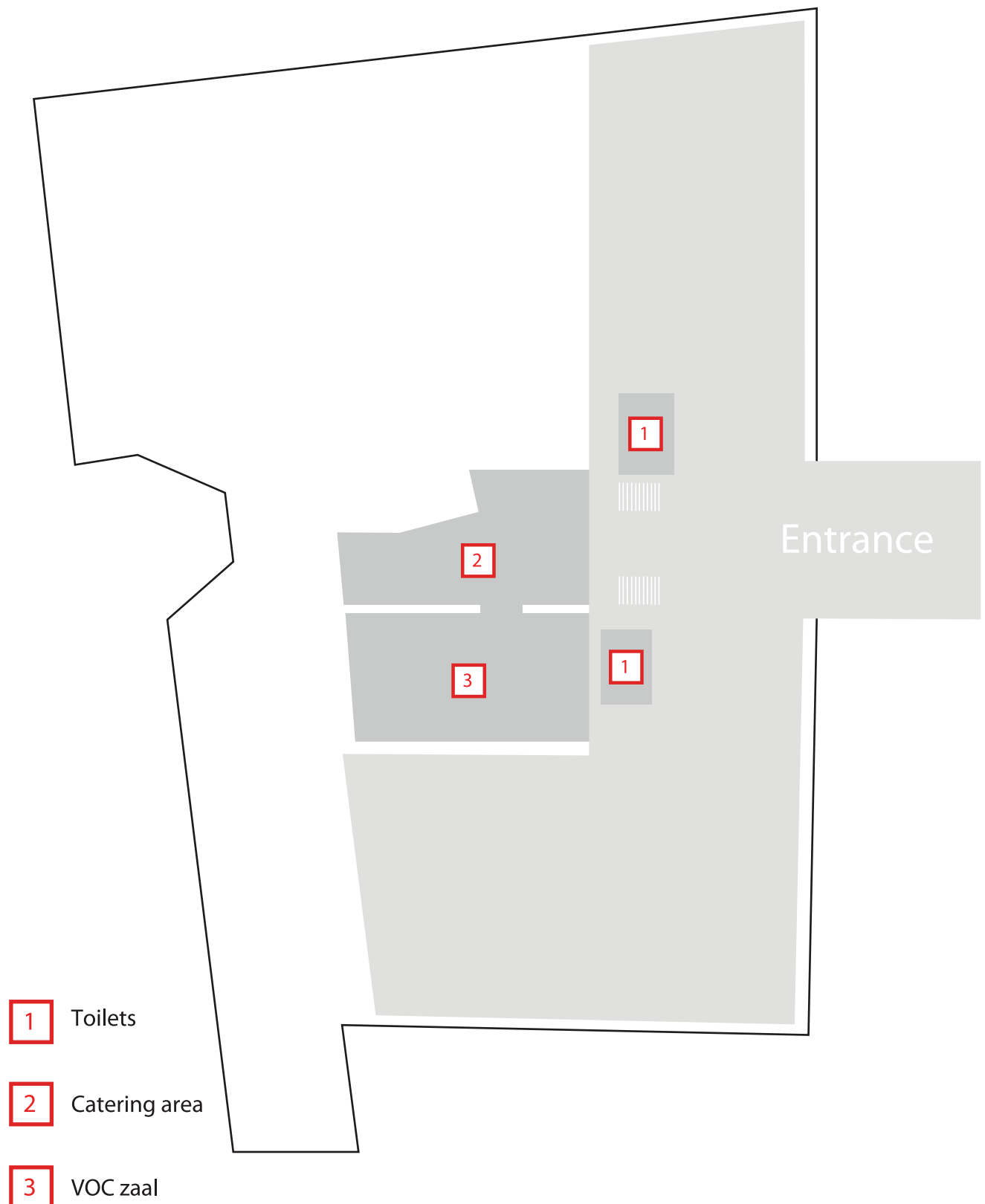
1 Toilets

2 Catering area

3 Doelenzaal

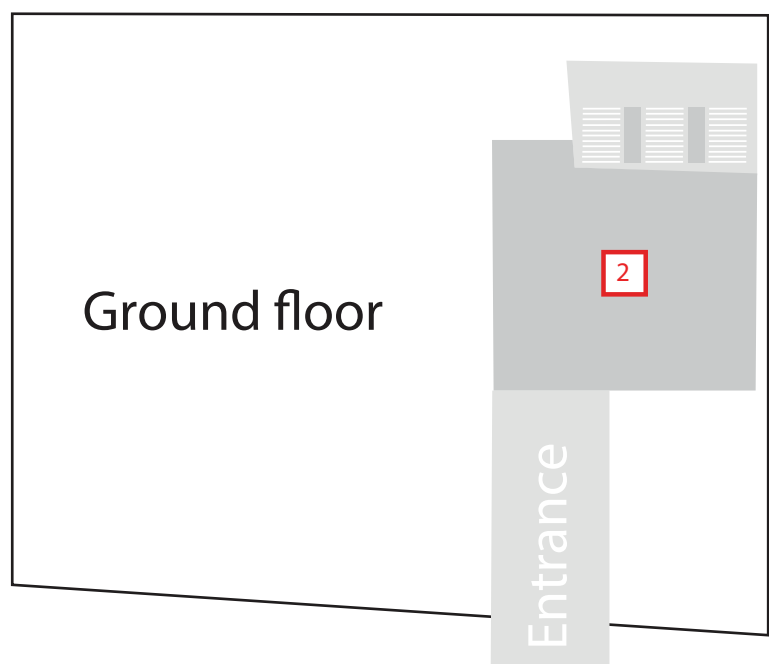
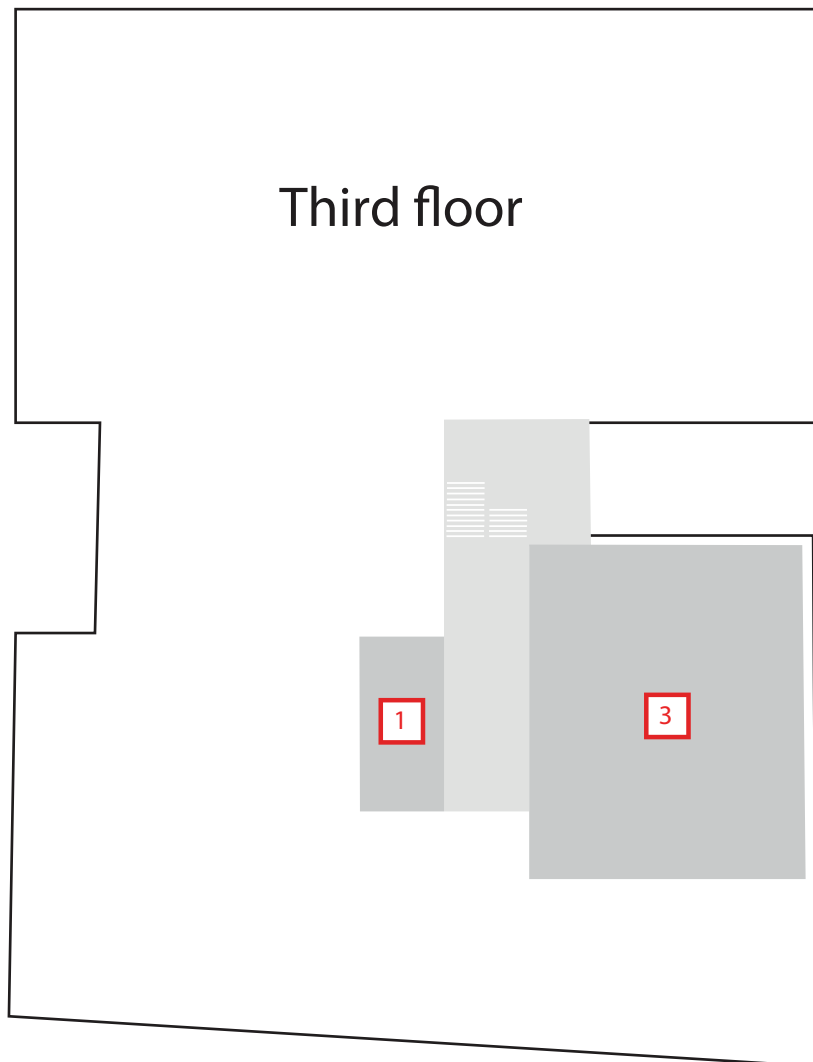
# VOC zaal

Kloveniersburgwal 48



# University Theatre

Nieuwe Doelenstraat 16-18



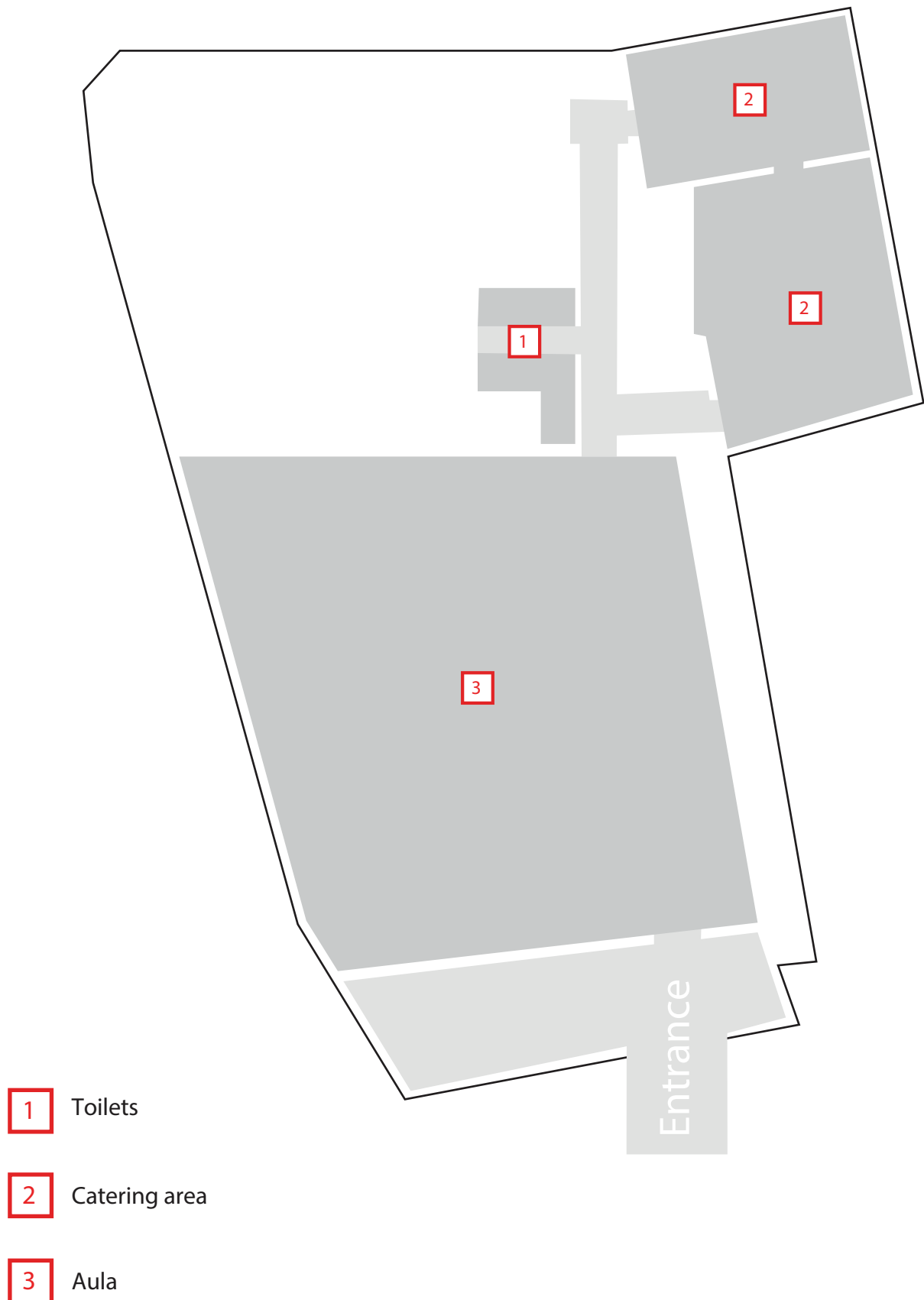
1 Toilets

2 Catering area

3 University Theatre room 3.01

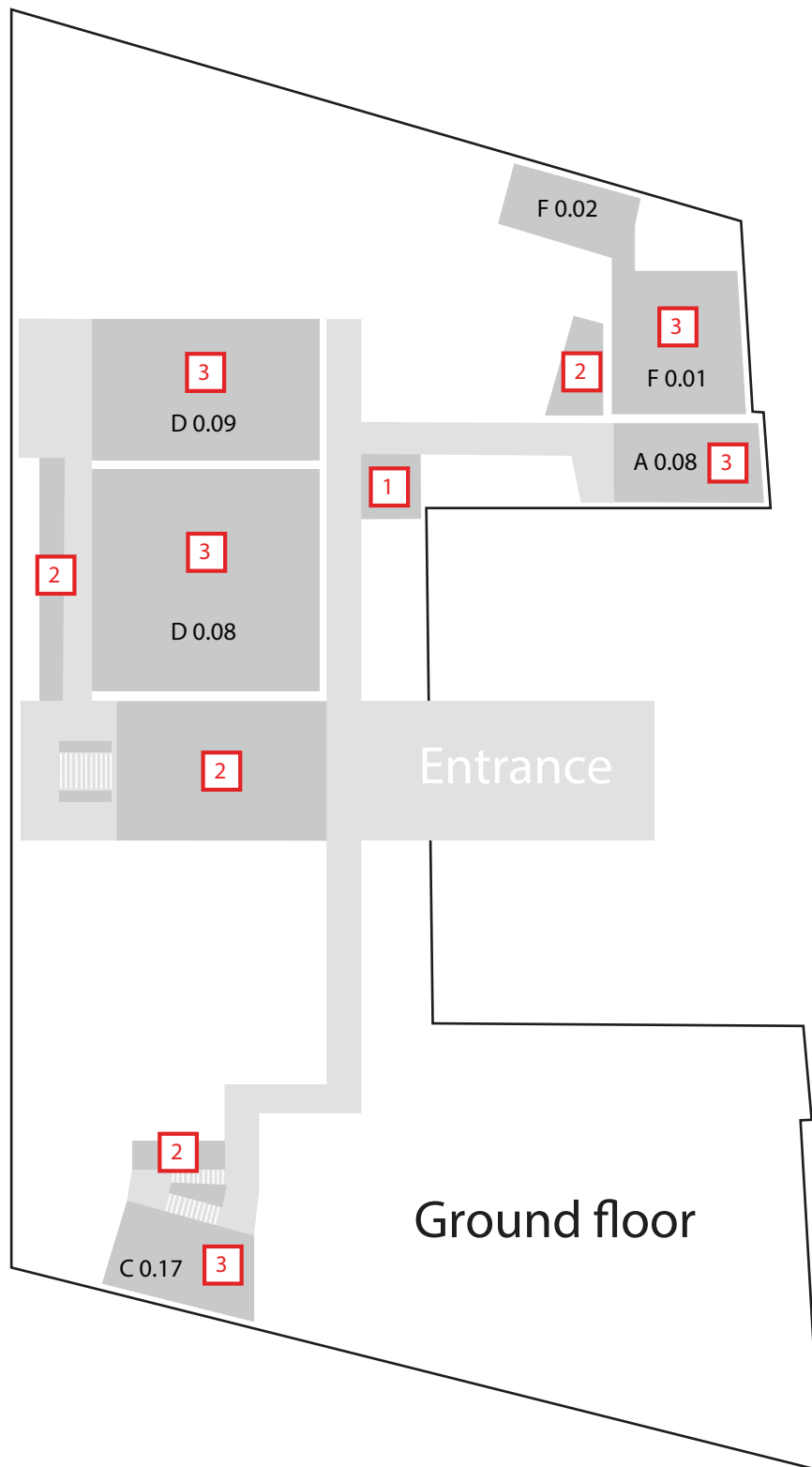
# Aula

Singel 411



# Oudemanhuispoort (OMHP)


## Oudemanhuispoort 4-6



1 Toilets

2 Catering area

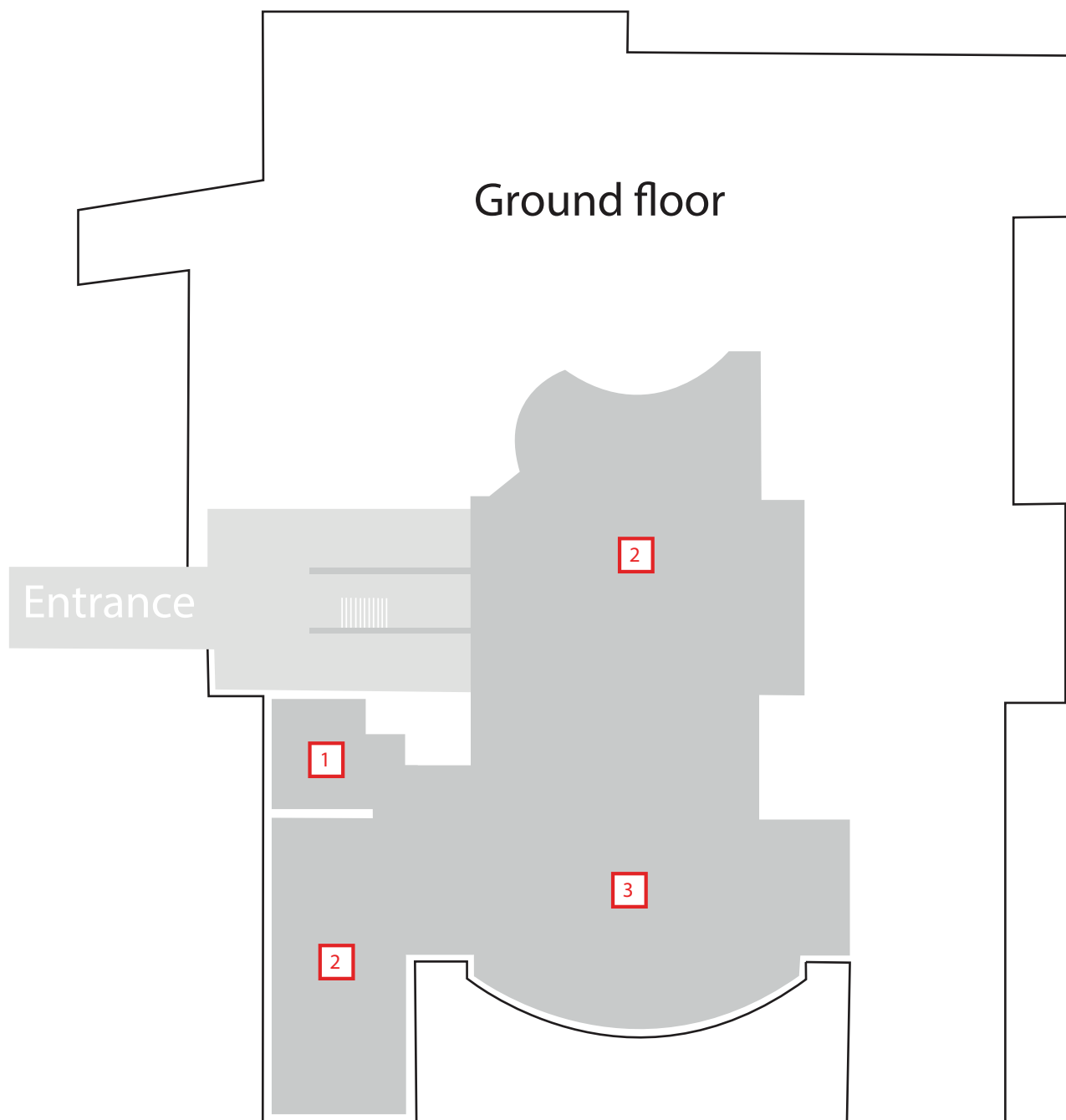
3 Rooms

 Rooms D 1.09 and C2.17  
are located on the first and second floor



# Atrium

Oudezijds Achterburgwal 237



**1** Toilets

**2** Registration & catering area  
exhibition stands

**3** Posters 1- 86



Posters 87-116 are located on the first floor

# General Information

## Around The Conference

### App

A lot of the information concerning the program, the speakers and talks can be found in the EASP2014 App.

### Badges

You will receive a badge in a small bag that not only contains your badge, but also your ticket for the conference dinner (if applicable), a map of the conference locations, and the general program structure. We hope that this makes it as easy as possible to find the session you want to attend and where it is held. Please take into account the fact that you may need five minutes or more to get there!

Lunches will only be distributed to attendants wearing a badge, so PLEASE MAKE SURE TO WEAR YOUR BADGE AT ALL TIMES IN ORDER TO GET ACCESS TO THE SESSIONS AND TO RECEIVE YOUR LUNCH, COFFEE AND TEA.

### Certificate of attendance

Certificates of attendance can be collected at the Information desk from Thursday onwards.

### Children and family

There are two rooms for women who have to express milk, one in the Oudemanhuispoort and one near the Doelenzaal. A fridge is present in both rooms. Keys for these rooms need to be collected at the reception desk of either OMHP or at Single 425. There will also be a room in the Oudemanhuispoort (C1.23) where parents can withdraw with their children in order to play or read. Please note: there is no nanny, so the supervision of the children is the responsibility of the parents.

### Disclaimer/Liability

Neither the Executive Committee nor the Conference Office accept any liability for personal injuries or loss or damage to property belonging to conference attendees, either during or after the conference. The registration fee does not include insurance.

### Facebook

We are on Facebook: EASP 2014. Join us, ask questions and read local tips about special bars and restaurants, musea or other touristic information.

### Internet Access

You can use the Eduroam network for internet access. If you do not have Eduroam, you can ask for a guest account at the registration desk if you have not already done this in advance. Once you have internet access, you can find a lot of information on our website.

### Luggage

You can store your luggage on the day of arrival and the day of departure near the Information desk in the Atrium. The space will be monitored.

### Lunch

Lunch will be distributed in the Atrium for those who follow sessions in the OMHP. Lunch will also be distributed in the other locations: the Aula, Doelenzaal, VOC zaal and University theatre.

### Registration and information desk

The information desk is located in the Atrium and registration will take place here. Registration will start on Tuesday so that registrants who attend the pre-conferences can already register a day before the actual conference starts. We strongly advise you to register on Tuesday if possible (from 15.00-19.00), as there will be a huge number of people aligning for registration on Wednesday (registration starts at 7.30). The information desk is open on Wednesday from 7.30 and on the other days from 8.00 AM till the end of the conference day.

### Signing

- ✕ = Symposium
- ⊗ = Thematic Session
- ✍ = Poster

## Amsterdam And Around

### Canals

Amsterdam is the city of canals. This is worth many pictures, a canal tour or a stroll. Although the water quality has improved greatly in the recent years, it is not advisable to jump and swim in the canals. You may hit a bike that has fallen in. Please note that every year especially male tourists die from falling into the canals drunken at night.

### Climate

Amsterdam has an oceanic climate, which means that summers are moderately warm but rarely hot. The average daily temperature in July lies between 20 and 25 °C. Although we hope for a dry week, summers can be wet, so please take a raincoat or umbrella with you! We are close to the sea, so it is often windy!

### Cycling

The best way to get around Amsterdam is by bike. There are many bike rentals, and some hotels even have rental bikes. Please do not forget to lock your bike at all time with two locks and ideally to an object that cannot be removed. Do not park your bike in the non-parking zones for bikes. Be aware of the tram tracks, do cross them at a great angle only.

### Public transport

The conference locations are in the centre of the city, which means that many museums and tourist attractions are in walking distance. If you do not feel like walking, however, you can take the tram. (Please note that the metro does not go between Central Station and Amstel during the summer, due to maintenance). You can use an OV chipcard ( <https://www.ov-chipkaart.nl/?taal=en>) for the tram and bus. You can also buy single fare tickets on the trams, but they are more expensive. Please check here for travel information: <http://en.gvb.nl/pages/home.aspx>

### Restaurants

Information on very cheap or expensive restaurants can be found on our website and on Facebook.

### Cash withdrawal and payment

Cash can be withdrawn from the many ATMs in town. The most common banks are Rabobank, ING, ABN Amro. Most Albert Heijn supermarkets include an ATM. There are several money exchange places in the touristic areas around the Dam square. Most payment in the Netherlands is with credit card and via the Maestro System. If your bankcard supports the Maestro system you should be able to use it. Some restaurants and shops do not accept credit cards (such as the Albert Heijn supermarkets).

### Emergency and doctors

In case of an emergency call the ambulance / police / fire department at 112.

If you need to see a doctor (GP) during day for a non-life threatening emergency, you can report to a hospital (the closest to the center being OLVG, [www.olvg.nl](http://www.olvg.nl)), or one of the Dutch GPs (here is a list of doctors called huisarts: <http://www.zorgkaartnederland.nl>), at night, during weekends, you can call 088 00 30 600 for the central GP dispatcher (non-life threatening emergencies).

Anonymous STI checks and treatment can be arranged via the GGD STI policlinic: <http://www.ggd.amsterdam.nl/menu-iii/english/sexually-transmitted> or by calling 020-555 5822

### Red light district

You will find the conference location to be close to the red light district. This is Amsterdam: As liberal as it may seem, please be aware that prostitution is often linked to human trafficking. As a tourist, do not take pictures when walking through the narrow streets. You may well lose your camera, or gain a bloody nose. Also, you will find street vendors that are trying to sell you drugs. Do not buy from them. First of all it is illegal, secondly these are mostly fake drugs. At the same time, the red light district is one of the most heavily policed areas in town. So it is absolutely safe to walk through, though you should always be aware of pick pockets.

**Smoking, drugs, and drinking**

Smoking is not permitted inside the university buildings. Please also note that individuals intoxicated with alcohol or drugs will be refused from entering the university premises, or may be removed from them. Soft drug consumption is tolerated in so called "coffee shops" (thus not a place for drinking a coffee), but is not fully legal, as it is often thought. Hard drug consumption is illegal. Please be aware that the Dutch-grown THC drugs are stronger than elsewhere. While you may not experience the effect immediately, the later effects can be strong! Drinking alcohol in most public spaces in Amsterdam is forbidden.

**Taxi**

Please only make use of official taxis, which can be recognized by the plate on the roof with the name of the taxi organization and the number of the taxi. The meters should always be visible. Note that even (and especially those) short taxi rides can be quite costly.

**Time zone**

We have central European Summer Time.

**Tipping**

Tips are not included in bars and restaurants and are appreciated. A good tip is about 10% of the prize, but small round-up tips are common too, especially when paying for drinks.

**Tourism**

There is a lot to explore in Amsterdam, and although we do not want to stimulate your touristic inclinations too much, you will find out anyway... All the touristic information can be found here: <http://www.iamsterdam.com/> In addition, many hotels can also give you information on museums, canal tours.

Below you find a number of attractions that are really worth visiting.

*The Rijksmuseum* with its unique collection of Rembrandts and Vermeers has been renovated and open to the public. Please be aware that you may have to wait in line until you get in. Coming early and not on the weekend is advisable. <https://www.rijksmuseum.nl/>

*The Van Gogh Museum* is in the neighbourhood of the Rijksmuseum, and often sports equally long waiting lines. Coming early and not on the weekend is advisable. <http://www.vangoghmuseum.nl/>

*The Stedelijk Museum* has an excellent collection of modern art and changing exhibitions. <http://www.stedelijk.nl/>

*The Anne Frank House* highly recommends buying your tickets in advance. <http://www.annefrank.org>

There are several different canal tour operators, some of them starting right in the vicinity of the conference location. Pick and choose one that you like.

You can also visit the *Heineken Brewery* and learn more on how they make their world famous beer. Please note that access is limited to 18+. <http://www.heineken.com/>



# PUBLISH YOUR PAPER IN THE Journal of Experimental Social Psychology



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*Hajo Adam, Adam D. Galinsky*  
Volume 48, Issue 4, July 2012, Pages 918-925



### Scientific faith: Belief in science increases in the face of stress and existential anxiety

*Miguel Farias, Anna-Kaisa Newheiser, Guy Kahane, Zoe de Toledo*  
Volume 49, Issue 6, November 2013, Pages 1210-1213



### The Ironic Effects of Weight Stigma

*Brenda Major, Jeffrey M. Hunger, Debra P. Bunyan, Carol T. Miller*  
Volume 51, March 2014, Pages 74-80



### Personal Prayer Buffers Self-Control Depletion

*Malte Frieze, Michaela Wänke*  
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The articles above had the highest overall altmetric scores\* (with at least one mention in the last 6 months) from [altmetric.com](http://altmetric.com).

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# Organizing Committee

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<b>Chair</b>	Jean-Claude Croizet	University of Poitiers, France
<b>Sub Chairs</b>	Dario Spini	University of Lausanne, Switzerland
	Michelle Ryan	University of Exeter, UK
	Geoff Haddock	Cardiff University, UK
	Carolyn Morf	University of Bern, Germany
	Johannes Keller	University of Ulm, Germany

## Local Organizing Committee

<b>Chairs</b>	Agneta Fischer
	Kai Jonas
<b>Deputy Chairs</b>	Frenk van Harreveld (preconferences)
	Bertjan Doosje (football)
	Michael Vlieg (football)
	Daniela Becker (student team)
	Tim Faber (student team, Facebook)
	Liesbeth Mann (student team)

## The UvA Conference Office

Loes Hondelink  
Martijn van Spijker  
Marjolijn Roll

## App development and Design

Festina Lente Collective      <http://festinalentecollective.com>

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Malgorzata Kossowska	Sue Watt
Eva Krumhuber	Michaela Wänke



# Programme at a glance

## Wednesday July 9

07.30	19.00		Registration at Atrium
09.00	10.40	✖ ✖	Symposia and thematic session (12 parallel sessions)
10.40	11.05		Coffee break
11.05	12.45	✖ ✖	Symposia and thematic session (12 parallel sessions)
12.45	14.30		Lunch
13.00	14.00	✓	Poster session 1 (Atrium)
13.20	14.20		Round table discussion (Aula)
14.30	16.10	✖ ✖	Symposia and thematic session (12 parallel sessions)
16.10	16.35		Coffee break
16.15	17.15	✓	Poster session 2 (Atrium)
17.15	18.55	✖ ✖	Symposia and thematic session (12 parallel sessions)
19.00	20.00		Welcome reception

## Thursday July 10

09.00	10.40	✖ ✖	Symposia and thematic sessions (12 parallel sessions)
10.40	11.05		Coffee break
11.05	12.45	✖ ✖	Symposia and thematic sessions (12 parallel sessions)
12.45	14.30		Lunch
13.00	14.00	✓	Poster session 3 (Atrium)
13.30	14.20		Round table discussion (Aula)
14.30	16.10	✖ ✖	Symposia and thematic sessions (12 parallel sessions)
16.10	16.35		Coffee break
16.35	18.15	✖ ✖	Symposia and thematic sessions (12 parallel sessions)
18.15	19.15	✓	Poster session 4, including cash bar (Atrium)

## Friday July 11

09.00	10.40	✖ ✖	Symposia and thematic session (12 parallel sessions)
10.40	11.05		Coffee break
11.05	12.45	✖ ✖	Symposia and thematic session (12 parallel sessions)
12.45	14.30		Lunch
13.00	14.00	✓	Poster session 5 (Atrium)
13.30	14.20		Round table discussion (Aula)
14.30	16.50		Award Session and Tajfel lecture (Aula)
17.15	18.45		Members' meeting (Aula)
19.15	21.15		Soccer (Buitenveldert, see social program), including Surinamese soup and snacks

## Saturday July 12

09.00	10.40	✖ ✖	Symposia and thematic session (12 parallel sessions)
10.40	11.05		Coffee break
11.05	12.45	✖ ✖	Symposia and thematic session (12 parallel sessions)
12.45	14.30		Lunch
13.00	14.00	✓	Poster session 6 (Atrium)
13.30	14.20		Round table discussion (Aula)
14.30	16.10	✖ ✖	Symposia and thematic session (12 parallel sessions)
16.20	18.00	✖ ✖	Symposia and thematic session (12 parallel sessions)
19.30			Farewell dinner (Grand Hotel Krasnapolsky, Dam square 9)

All oral presentations are 20 minutes including discussion. We suggest 15 minutes presentation and 5 minutes discussion. Please stick to this format to allow switching between sessions, even when your session contains an open slot.

# Social Programme

## Welcome reception (July 9th, 19.00-20.00):

The welcome reception will take place in and outside the Atrium and the Oudemanhuispoort. You will not only be served famous Dutch beer, but we also have special Dutch treats (yes, for free!), such as haring, cheese, and bitterballen. You can also taste and buy the famous Dutch cheeses of Reypenaar, who will present different types of old cheeses based on a natural aging process.

## Cash bar and posters

During the Tuesday postersession, there will be a cashbar, so that you can enjoy poster session and drinks simultaneously.

## EASP Soccer Event (July 11th, 19.30-22.00):

Never change a winning formula.  
As during previous conferences, EASP organizes a soccer event.

Not just for men, but for women as well.

Come on and put on your soccer shoes!

(Please note: artificial turf; you can use normal sneakers as well)

## Location:

SC Buitenveldert, Gustav Mahlerlaan 2009, 1081

LB Amsterdam

Phone: 0031- 20 6445577

## Organization:

Michael Vliek (m.l.w.vliek@uva.nl), Bertjan

Doosje (doosje@uva.nl) & Rupert Brown

## Departure time: 17.45

Because the football field is not very close, we leave as one group on Friday at 17.45 from the Atrium. Please be there, if you want to join!

## Own Transport (please see map below):

- Take tram 6 or 24 from Muntplein in the direction "VU/Medisch Centrum". It leaves every 8-10 minutes.

- Get out at the stop: De Boelelaan/VU (which is the 15th stop after you got in).

- When you get out, you are practically in front of the entrance of the soccer field.

Return: take the same tram 16 or 24 (direction "Central Station").

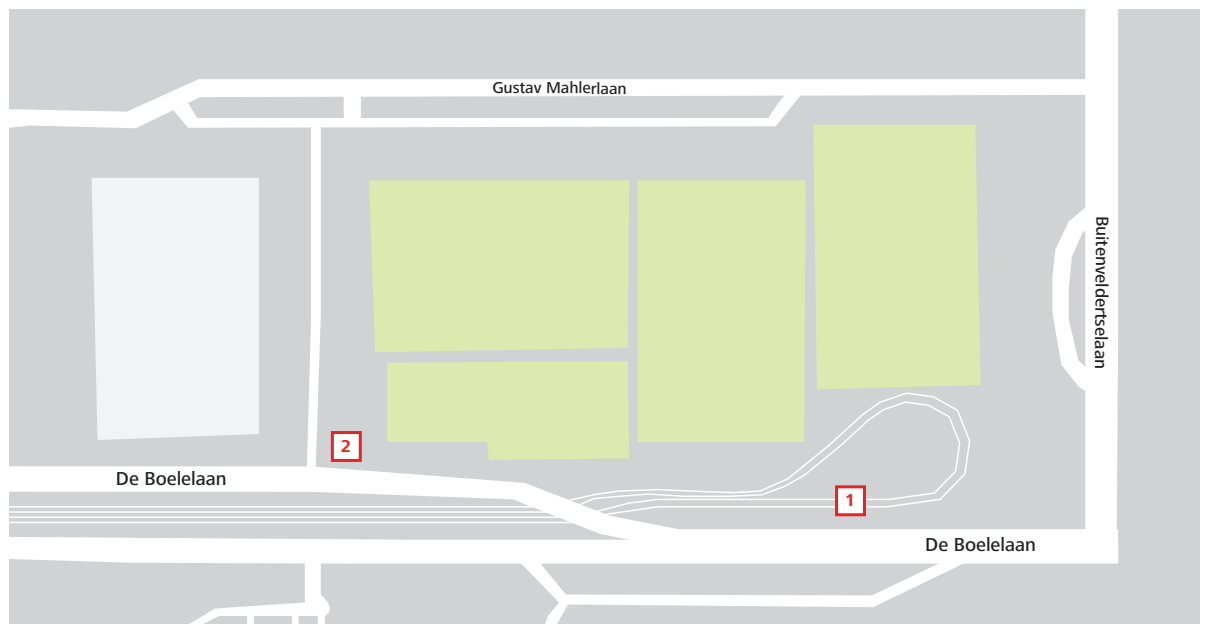
## Food

There will be sufficient food and drinks (at your own expense) to win this soccer match.



## Map

- 1** Tram stop  
De Boelelaan / VU
- 2** SC Buitenveldert  
Gustav Mahlerlaan 2009



**Farewell dinner at Grand Hotel Krasnapolsky  
(Saturday July 12, 19:30):**

The Farewell dinner will be held in the Krasnapolsky Hotel, located on the Dam Square (Dam 9, Amsterdam) in the heart of the city centre. Hotel Krasnapolsky is a five-star hotel and has 468 rooms, a convention center, restaurants and a pier for boats on the Oudezijds Voorburgwal canal.

*The original owner of the hotel, Adolph Wilhelm Krasnapolsky, purchased the building in 1865 and turned it into a popular restaurant. He also bought the adjacent buildings and in 1879/1880 added rooms. During the same period he also built a chic conservatory with palm trees and cupola, designed by architect G.B. Salm. At that time, the use of glass and steel was a novelty and use of electric lighting was very modern for its time. To mark the exhibition of 1883 he built the business into a hotel with 125 rooms. In the late 19th century it was the only hotel in Amsterdam with hot water and telephones in each room. After World War I more buildings were purchased and the hotel was extended to Pijlsteeg. In 1971, the hotel was sold and in 1974 it became the Hotel Krasnapolsky.*

# Scientific Programme

Wednesday July 9

09:00 - 10:40

Wednesday July 9



S01

## **Motivational processes - Implications for self and other harm-inflicting behavior**

This symposium 1) discusses recent research exploring the mechanisms underlying automatic goal pursuit and 2) explores the implications of automatic goal pursuit for people's engagement in self and others harm inflicting behavior

**Catalina Kopetz, Wayne State University**

*Edward Orehek, University of Pittsburgh*

S01:01

### **Motivational control of goal-directed behavior: The role of outcome representations and reward signals**

The talk offers a new perspective on how outcome representations and reward signals work together to modulate the motivational control of goal-directed behavior.

**Henk Aarts, Utrecht University**

*Hans Marien Utrecht University - Ruud Custers, University College of London*

09:00 - Aula

S01:02

### **Rudimentary responses to reward cues increase with striatal dopaminergic functioning**

Eye-Blink Rate (EBR) and individually averaged Error-Related Negativity (ERN) indicate that people exert more effort automatically in response to reward magnitude.

**Ruud Custers, University College London**

*Pascal Pas, Utrecht University*

09:20 - Aula

S01:03

### **Risk taking as motivated cognition and action**

The research explores the notion that people engage in potentially harming behaviors as means to their current goals. This effect is augmented in the presence of cognitive resources suggesting strategic goal pursuit rather than lack of self-control.

**Catalina Kopetz, Wayne State University**

*Alexis Matusiewicz, University of Maryland, College Park*

09:40 - Aula

S01:04

### **Motivational determinants of sexual risk taking in high-risk STI/HIV populations**

This research explores goal processes (unattained sexual goals, perceived obstacles in goal attainment) in relation to risky sexual behaviors

**Kai Jonas, University of Amsterdam**

*Kai Epstude, Groningen University - Janina Marguc, University of Amsterdam*

10:00 - Aula

S01:05

### **Moving on means leaving behind: Locomotors devalue support providers following goal progress**

People may become automatically de-valued when the goal that they serve (for the individual) is attained. This effect is particularly strong among high locomotors who are motivated to perpetuate their psychological movement.

**Edward Orehek, University of Pittsburgh**

10:20 - Aula

# Scientific Programme

Wednesday July 9

09:00 - 10:40



## T01 Sexuality and homophobia

- T01:01**      **Evolution of gender identity and attitudes towards homosexuality**  
Four experimental studies showed that the social evolution of gender identity increases heterosexism for heterosexual men, but not for heterosexual women. These findings suggest that men have a higher propensity to feel threatened by the evolution of gender identities.  
*Juan M. Falomir-Pichastor, University of Geneva*  
*Jacques Berent, University of Geneva - Marion Chipeaux, University of Geneva*  
09:00 - VOC zaal
- T01:02**      **Re-norming deviance: Homonegativity motivates the search for heteronormativity in gay relationships**  
This research reveals that both heterosexuals and homosexuals scoring high on homonegativity fit gay relationships and partner preferences to heteronormative conceptions of masculinity and femininity.  
*Joanneke van der Toorn, Leiden University*  
09:20 - VOC zaal
- T01:03**      **Gays are less than human when they are fags: The dehumanizing function of homophobic epithets**  
The supra-liminal (Study 1) and subliminal (Study 2) exposure to homophobic epithets (i.e., fag) compared to category labels (i.e., gay) and generic insults (i.e., asshole) led heterosexual participants to dehumanize homosexuals as a group.  
*Andrea Carnaghi, University of Trieste*  
*Fabio Fasoli, University of Padova - Maria-Paola Paladino, University of Trento, Rovereto*  
09:40 - VOC zaal
- T01:04**      ***This presentation has been withdrawn***  
**Does popular neuroscience foster essentialist understandings of social groups?**  
This paper explores the involvement of popular neuroscience in articulations of social identities. It reports a content analysis of 3,630 newspaper articles discussing neuroscience. Articles frequently reproduced essentialist representations of groups defined by gender, sexuality, mental illness, criminality and obesity.  
*Clíodhna O'Connor, University College London*  
10:00 - VOC zaal
- T01:05**      **On feeling torn about one's sexuality: The effects of explicit and explicit-implicit sexual orientation ambivalence.**  
Three studies assessed implications associated with explicit and explicit-implicit sexual orientation ambivalence (SOA) in straight and gay individuals. Individual differences in SOA were differentially associated with the amount of time deliberating one's sexuality in addition to homophobic attitudes and self-esteem.  
*Ben Windsor-Shellard, Cardiff University*  
*Geoffrey Haddock, Cardiff University*  
10:20 - VOC zaal

# Scientific Programme

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S02

## Social neuroscience of threat

In this symposium, we will discuss the neural circuitry underlying detection and regulation of threat, physiological signatures in the context of challenge and threat, and the neurophysiology of basic motivational systems involved in threat and defense.

**Johannes Klackl, University of Salzburg**

*Eva Jonas, University of Salzburg*

S02:01

### Dissociating potential and subjective ambivalence using fMRI

We used fMRI to examine the distinction between potential and subjective ambivalence on the neural level. Our findings suggest that potential ambivalence is associated with greater activity in an executive network whereas subjective ambivalence is more related to conflict-related regions.

**Hannah Nohlen, University of Amsterdam**

*Frenk van Harreveld, University of Amsterdam - Eveline A. Crone, Leiden University -*

*William A. Cunningham, University of Toronto*

09:00 - Doelenzaal

S02:02

### *This presentation has been withdrawn*

*Applying the biopsychosocial model of challenge of threat to intragroup conflict: findings, opportunities and pitfalls.*

*We present several studies in which we applied the biopsychosocial model of challenge and threat to understand how people deal with intragroup conflict, and highlight some opportunities, pitfalls, and technicalities of gathering cardiovascular data in experimental social psychological research.*

**Frank de Wit, Melbourne Business School**

09:20 - Doelenzaal

S02:03

### The chronology of behavioral inhibition and activation in threat and defense

We provide evidence for our proposition that threats induce immediate behavioral inhibition, followed by behavioral activation that is closely linked to defensive behavior.

**Eva Jonas, University of Salzburg**

*Dmitrij Agroskin, University of Salzburg*

09:40 - Doelenzaal

S02:04

### Mortality salience: Neural evidence for suppression and modulation of awareness

We will present neuroimaging studies related to automatic emotion regulation and avoidance in response to reminders of mortality. Key regions are the prefrontal cortex and the insula.

**Johannes Klackl, University of Salzburg**

*Eva Jonas, University of Salzburg*

# Scientific Programme

Wednesday July 9

09:00 - 10:40



## T02 Social influence and moral judgement

- T02:01**      **Being ostracized without feeling excluded: The influence of social norms on reflexive reactions to ostracism**  
Two experiments investigated how social norms influence reactions to ostracism from a situated cognition perspective. Individuals who believed that exclusion was consistent with compared to violating social norms of inclusion neither interpreted exclusion as threatening nor showed typical need-threat reactions.  
**Selma Carolin Rudert, University of Basel**  
*Rainer Greifeneder, University of Basel*  
09:00 - Universiteitstheater
- T02:02**      **The effects of ostracism on cognitive control**  
This study examines the effects of ostracism on cognition. Using the Cyberball, a standard Simon task (and electrophysiological indicators of emotional arousal) we show how powerful even short periods of ostracism can be in the regulation of inhibitory control.  
**Nelly Pannuzzo, Aix-Marseille University, CNRS**  
*Idriss Tellier, Aix-Marseille University, CNRS, Fédération 3C, cognitive psychology laboratory - Jean-Yves Rotge, Psychiatry and Neurosciences center, INSERM, University of Paris Descartes - Philippe Fossati, UPMC, University of Paris Sorbonne, Hôpital de la Salpêtrière, ICM - Nathalie George, UPMC, CRICM, INSERM, CNRS, Hôpital de la Salpêtrière - Jean-Marie Besse, University of Lyon - Pascal Huguet, Aix-Marseille University, CNRS, Fédération 3C*  
09:20 - Universiteitstheater
- T02:03**      **Lying as a matter of dying: Mortality salience and deception social relationships**  
We investigated and provided evidence for the idea that mortality salience increases adherence to the norm of honesty. We demonstrated, for example, that mortality salience led people to indicate less deception behavior in intimate relationships.  
**Marc-Andre Reinhard, University of Kassel**  
*Simon Schindler, University of Kassel*  
09:40 - Universiteitstheater
- T02:04**      **Motivated by vicarious models: The effectiveness of social exposure promoting cholesterol screening**  
We present an experimental study analyzing the effectiveness of social exposure, strengthening the persuasiveness of health-promotion communications. Results demonstrate that observing a role model matching message-framing improves individuals' efficacy appraisal of cholesterol screening, and consequently their intention to perform it.  
**Lucia Bosone, Université Lumière - Lyon II**  
*Frédéric Martinez, Social Psychology Research Group (GRePS), Université Lumière - Lyon II : EA4163*  
10:00 - Universiteitstheater

# Scientific Programme

Wednesday July 9

09:00 - 10:40

T02:05

## Self-interest bias of moral judgments of others' actions

Three experiments showed that dishonest actions of others were judged as immoral, but the same actions seemed moral when serving observers' material interests. This bias was completely mediated by increases in liking of the perpetrator (not by changes in mood).

**Bogdan Wojciszke, University of Social Sciences and Humanities**

*Konrad Bocian, University of Social Sciences and Humanities, Sopot*

10:20 - Universiteitstheater



S03

## Social identity and health: Social identity promotes recovery in vulnerable populations

In Social Identity and Health Part 1, we explore the experience and expression of social identity among the most vulnerable members of society. Our presentations cover depression, multiple sclerosis, pregnancy, homelessness, drug and alcohol addiction and smoking cessation.

**Jolanda Jetten, University of Queensland**

*Tegan Cruwys, University of Queensland*

S03:01

## Social identification and depression recovery: The curative benefits of group membership

Social group membership predicts depression recovery and prevents depression relapse. Social identification is found to be the mechanism through which groups exert their curative effects. We present three studies and argue that social treatments may be cost-effective and less stigmatising.

**Tegan Cruwys, University of Queensland**

*S. Alexander Haslam, University of Queensland - Jolanda Jetten, University of Queensland - Genevieve A. Dingle, University of Queensland - Catherine Haslam, University of Queensland*

09:00 - OMHP D0.09

S03:02

## Group identification and mental health among multiple sclerosis patients, school pupils and pregnant women

Three studies, involving multiple sclerosis patients attending support groups (Study 1), school pupils (Study 2), and pregnant women (Study 3), demonstrate that greater identification with social groups (e.g., support group, family, community, school) predict better mental health.

**Fabio Sani, University of Dundee**

*Juliet Wakefield, University of Dundee - Kirsty Miller, University of Dundee - Samantha Swartzman, University of Dundee - Anne-Johanna McGregor, University of Dundee*

09:20 - OMHP D0.09

S03:03

## Two pathways through adversity: Social identity, social support, and psychological well-being in a homeless sample

This study examined two potential pathways to well-being in clients of homeless accommodation services. Both identification with the service and multiple group identities were associated with higher social support at follow-up and through this, increased well-being.

**Zoe C. Walter, University of Queensland**

*Genevieve A. Dingle, University of Queensland - Jolanda Jetten, University of Queensland - Catherine Philpot, University of Queensland - Cameron Parsell, Institute of Social Sciences Research - Ashleigh Kunde, University of Queensland*

09:40 - OMHP D0.09



# Scientific Programme

Wednesday July 9

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Wednesday July 9

- S03:04**      **Breaking bad: Social identity and network changes can benefit wellbeing and recovery from substance misuse**  
Social identity and support were examined prospectively in N=129 adults entering treatment at a drug and alcohol therapeutic community. Moving from a substance using identity towards a "recovery" identity predicted wellbeing in treatment and reduced relapse at follow up.  
**Genevieve A. Dingle, University of Queensland**  
*Claire Stark, University of Queensland - Tegan Cruwys, University of Queensland - David Best, Monash University*  
10:00 - OMHP D0.09
- S03:05**      **The decline of brand identity and smoking behaviour following the introduction of plain packaging**  
This study provides evidence for the role of social identity processes affecting smoking behaviours after the introduction of plain tobacco packaging in Australia. Smokers who initially identified strongly with their tobacco brand smoked less after the policy change.  
**Hugh Webb, Australian National University**  
*Hanzhang Lin, Australian National University - Benjamin M. Jones, Australian National University - Kathleen McNeill, Australian National University - Li Lim, Australian National University - Andrew Frain, Australian National University - Kerry O'Brien, Australian National University - Daniel Skorich, Australian National University - Peta Hoffman, Australian National University - Tegan Cruwys, University of Queensland*  
10:20 - OMHP D0.09
- ✕ **S04**      **Cultural diversity: Costs and benefits of intercultural contact and engagement in majority and/or minority cultures**  
Five presentations examine cultural diversity and intercultural relations across different theoretical perspectives (acculturation, intergroup dynamics, social network analysis), research designs/data (longitudinal, experimental, observational), national contexts (Dutch, British, Belgian, Spanish), outcomes (political attitudes, school performance, well-being), and group perspectives (majority, minority).  
**Veronica Benet-Martinez, Universitat Pompeu Fabra and ICREA**  
*Richard Crisp, Professor of Social Psychology at the University of Sheffield*
- S04:01**      **Domain-specific acculturation and adaptation of minority members**  
This presentation will cover several studies looking into the relationship between domain-specific (at home and outside home) acculturation preferences and well-being among minority members in the UK and the Netherlands. Both cross-sectional and longitudinal results will be discussed.  
**Linda Tip, University of Sussex**  
*Rupert Brown, University of Sussex*  
09:00 - OMHP D1.09

# Scientific Programme

Wednesday July 9

09:00 - 10:40

S04:02

## **School ethnic density and psychological adjustment in 5-11 year old children**

A longitudinal study will be presented showing the influence of school ethnic density (i.e., % of minority status children) on the psychological adjustment of minority and majority status children. Implications for the adaptive consequences of ethnic density will be discussed.

**Adam Rutland, Goldsmiths, University of London**

*Philipp Jugert, Friedrich Schiller University - Rupert Brown, University of Sussex - Lindsey Cameron, University of Kent - Rosa Hossain, University of Kent - Anick Landa, University of Sussex - Dominique Le Touze, University of Sussex - Dennis Nigbur, Canterbury Christ Church University - Charles Watters, University of Sussex, Goldsmiths, University of London, Friedrich Schiller University Jena, University of Sussex, University of Kent, Canterbury Christ Church University - Rupert Brown, University of Sussex*

09:20 - OMHP D1.09

S04:03

## **Costs and benefits of integration: Contextualizing minority acculturation and performance**

We report two field experiments which document a downside of integration for minority engagement and performance in identity-threatening contexts. Perceived teacher fairness and support for integration were revealed as sources of identity valuation.

**Karen Phaet, University of Leuven**

*Gülseli Baysu, University of Leuven*

09:40 - OMHP D1.09

S04:04

## **Sharing power: Perceived political acculturation of Muslim immigrants**

In four studies, this research examines majority member's evaluation of Muslim immigrants' political acculturation strategies. Findings indicate that diversity not only raises questions about cultural accommodation but also about group influence and power which are typically neglected in acculturation research.

**Maykel Verkuyten, Utrecht University**

*Paul Hindriks, Utrecht University - Marcel Coenders, Utrecht University*

10:00 - OMHP D1.09

S04:05

## **The company you keep: Content and structure of immigrants' social networks and psycho-social adjustment.**

Social network data from 233 immigrants living in Barcelona revealed that having networks that are ethnically and linguistically diverse, and with culturally heterogeneous clicks, is linked to higher levels of psycho-social adjustment, Catalan culture involvement, and bicultural identity integration.

**Veronica Benet-Martinez, Universitat Pompeu Fabra and ICREA**

*Lydia Repke, Universitat Pompeu Fabra - Eva Maciocco, Universitat Pompeu Fabra*

10:20 - OMHP D1.09

# Scientific Programme

Wednesday July 9

09:00 - 10:40



## T03 Dehumanization and exclusion

### T03:01 **But I thought we were friends?! Interracial anxiety and the decline of children's interracial friendships**

In two studies we examine the antecedents and consequences of interracial anxiety in childhood. We present two possible avenues for promoting interracial friendships: prejudice theories (children's beliefs that prejudice is fixed or malleable) and motivation to interact with diverse others.

**Amanda Williams, University of Hawaii**

*Kristin Pauker, University of Hawaii - Evan Apfelbaum, Massachusetts Institute of Technology - Carol Dweck, Stanford University - Jennifer Eberhardt, Stanford University*

09:00 - OMHP D0.08

### T03:02 **Help or hurt, I just want to matter - desire for impact guides post-ostracism behavior**

We investigated whether increases in prosocial and aggressive tendencies following ostracism would be motivated alike by the desire for having an impact on others. Indeed, impact guided behavior: ostracized participants preferred the high-impact option, whether it meant hurting or helping.

**Hannah M. Schade, Humboldt-Universität Berlin**

*Irena Domachowska, Technische Universität Dresden - Alex D. Mitchell, University of Washington - Kipling D. Williams, Purdue University*

09:20 - OMHP D0.08

### T03:03 **'Not one of us': The denial of ingroup characteristics to suspected perpetrators of terrorist acts**

Fearful and prejudiced British and White American participants literally perceived images of the Woolwich attackers and the Tsarnaev brothers— targets of ambiguous national and racial status, respectively— as less British and White. Denying ingroup characteristics promoted aggressive reactions.

**Nour Kteily, Kellogg School of Management**

*Sarah Cotterill, Harvard University - James Sidanius, Harvard University - Jennifer Sheehy-Skeffington, Harvard University - Robin Bergh, Uppsala University*

09:40 - OMHP D0.08

### T03:04 **When and why do we interact with dehumanized groups?**

Through three studies we verified that animalistically and mechanistically dehumanized groups were preferred to interact in the social and in the professional context respectively. Moreover, the objectification was the process that explained those preferences.

**Rocio Martinez, University of Granada**

*Rosa Rodríguez-Bailón, University of Granada - Miguel Moya, University of Granada - Jeroen Vaes, University of Padova*

10:00 - OMHP D0.08

### T03:05 **Self-dehumanization tendencies of the homeless: Identification antecedents and coping consequences**

The study looks at self-dehumanization tendencies of stigmatized people. It specifically focuses on homeless people and examine the antecedents as well as the consequences of self-dehumanization.

**Stéphanie Demoulin, Université catholique de Louvain**

*Jacques-Philippe Leyens, Université catholique de Louvain*

10:20 - OMHP D0.08

# Scientific Programme

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S05

## **The self in surroundings and vice-versa: The interplay between social environments and self-perceptions**

Tackling a variety of topics with innovative methodologies this symposium takes a fresh look at the idea that self-perceptions form in the interplay with the very social environments they construe. Processes, structural correspondences, and theoretical considerations are explored and discussed.

**Lysann Zander, Freie Universität Berlin**

*Constantine Sedikides, University of Southampton*

S05:01

### **How a seemingly innocuous social environment still influences the self: The hubris hypothesis**

Innocuous social environments influence the self if they are construed as threatening. Consistent with the hubris hypothesis and challenging social comparison theory, observer dislike self-superiority claims if these claims are explicitly comparative and because they are then construed as offending.

**Vera Hoorens, University of Leuven**

*Constantine Sedikides, University of Southampton*

09:00 - OMHP F0.01

S05:02

### **Moral contagion effects in everyday interpersonal encounters**

The present research observed that participants who came into physical contact with a transgressor experienced more personal state guilt, with the effects being particularly pronounced in those with high disgust sensitivity.

**Kendall Eskine, Loyola University New Orleans**

09:20 - OMHP F0.01

S05:03

### **Activation of a significant other's social network in transference: Implications for collective identity**

Previous work demonstrated activation of a significant other's social categories in transference. We show that knowledge of a significant other's social network is also activated in transference. Combined, these processes are likely to influence collective identity and intergroup bias.

**Adil Sarıbay, Boğaziçi University of Istanbul,**

*Elizabeth Przybylski, New York University - Susan M. Andersen, New York University*

09:40 - OMHP F0.01

S05:04

### **Looking over self's shoulder: How social networks shape self-efficacy beliefs**

We find that factual information from persons' social networks, such as their popularity in social advice networks (social persuasion) and actual achievement of significant others (modeling) predict self-efficacy in learning contexts. Available information from social sources follows gender-stereotypic patterns.

**Lysann Zander, Freie Universität Berlin**

10:00 - OMHP F0.01

S05:05

### **On the psychology of self-expression: Choice in the "age of opinion"**

Three experiments show that the opportunity of opinion voicing partially satisfies the need for self-expression and hence undermines the self-expressiveness of subsequent choices. The mere prospect of opinion voicing suffices to yield this effect.

**Michalis Kokkoris, University of Cologne**

*Ulrich Kühnen, Jacobs University Bremen*

10:20 - OMHP F0.01

# Scientific Programme

Wednesday July 9

09:00 - 10:40



## T04 Collective action

- T04:01**      **Arguments for helping, arguments for change: A mixed methods investigation of mobilisation in anti-deportation campaigns**  
The present study is a mixed methods investigation of mobilisation in anti-deportation campaigns. Three psychological strategies relating to distinct components of social identity are found to mobilise support for helping behaviour and social change. Effectiveness of these strategies is evaluated.  
*Caoimhe Ryan, University of St Andrews*  
*Steve Reicher, University of St Andrews*  
09:00 - OMHP C0.17
- T04:02**      **What triggers conspiracy theories: Deprivation of cognitive or behavioral control over political world?**  
Three online studies with Polish participants (cross-sectional, longitudinal, and experimental) found that sense of powerlessness, not meaninglessness of political world, increases conspiracy thinking about Jews, Germans and Russians. Results point to an important role of control deprivation in conspiracy theorizing.  
*Mirek Kofta, University of Warsaw*  
*Michał Bilewicz, University of Warsaw, Psychology Faculty*  
09:20 - OMHP C0.17
- T04:03**      **The ironic effects of national identification on support for collective action**  
This three-wave study among Ingrian-Finnish migrants focused on the effects of Finnish national and Russian minority identification on support for collective action, via perceived permeability. The results showed the attenuating effects of national identification on ethnic migrants' political engagement.  
*Tuuli-Anna Mahönen, University of Helsinki*  
*Inga Jasinskaja-Lahti, University of Helsinki*  
09:40 - OMHP C0.17
- T04:04**      **New insights into how and when intergroup contact undermines collective action: Trust and perceived typicality**  
Two cross-sectional studies among immigrants in Finland and Cyprus demonstrate that positive intergroup contact undermines collective action among the disadvantaged through increasing outgroup trust. However, contact-related demobilization was significantly reduced when advantaged-group contact partners were viewed as atypical, affording subtyping.  
*Fabian M. H. Schellhaas, Yale University*  
*Hüseyin Cakal, University of Exeter - Miles Hewstone, University of Oxford*  
10:00 - OMHP C0.17
- T04:05**      **A longitudinal test of collective action and outgroup attitudes**  
The study longitudinally investigated whether positive out-group attitudes predict collective action tendencies or collective action predicts outgroup attitudes. We found a negative reciprocal relation between collective action tendencies benefitting the ingroup Turkish Cypriots and positive outgroup attitudes toward Greek Cypriots.  
*Huseyin Cakal, University of Exeter*  
10:20 - OMHP C0.17

# Scientific Programme

Wednesday July 9

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## T05 Self-regulation and communication

- T05:01**      **An investigation into self-regulation offline associated with multiple audiences present on Facebook**  
This research examines how Facebook users regulate their behaviour offline to avoid a negative evaluation by online multiple audiences. A 2X2 independent groups design showed users normalise their behaviour beyond the interactions that take place on the site itself.  
**Ben Marder, University of Edinburgh**  
*Adam Joinson, University of West England - Avi Shankar, University of Bath - David Houghton, University of Birmingham*  
09:00 - OMHP C2.17
- T05:02**      **Losing face on Facebook? A self-regulation perspective on inappropriate self-presentation in social media environments**  
The current research examined the relation between self-regulation and inappropriate self-presentation and disclosure on social media. Results suggest that failures in self-regulation (moments of low self-control) may explain why individuals share information that has potential to lead to negative consequences.  
**Nicole Muscanell, Knowledge Media Research Center**  
*Rosanna Guadagno, National Science Foundation - James Hamilton, University of Alabama*  
09:20 - OMHP C2.17
- T05:03**      **Self-control deficits lead to disinhibited behaviours that signal high social power**  
People with low self-control engage in behaviours associated with high social power, yet no experiments have established a direct link between these constructs. Three studies demonstrated that low self-control is associated with disinhibited behaviour that signals high social power.  
**Jason McIntyre, The University of Queensland**  
*Fiona Kate Barlow, The University of Queensland - Bill von Hippel, The University of Queensland*  
09:40 - OMHP C2.17
- T05:04**      **Strategic control of mimicry effects by implementation intentions**  
Mimicry effects are difficult to control as individuals are mostly unconscious of them. Planning with implementation intentions but not mere goal intentions restored the mimicking effect on liking for dislikable others and reduced persuasive effects of being mimicked on spending.  
**Frank Wieber, Universität Konstanz**  
*Sheeran, P., North Carolina at Chapel Hill - Gollwitzer, Peter M., Universität Konstanz and New York University*  
10:00 - OMHP C2.17
- T05:05**      **Dealing with the demands of interpersonal hierarchies: Non-verbal posturing preferences of regulatory focus**  
Examined how promotion versus prevention individuals manage demands of hierarchies. Promotion-focused (prevention-focused) individuals exerted more self-control when collaborating with a physically dominant (submissive) partner - dominance and submissiveness are preferences (rather than habits) - regulatory focus determines preferred hierarchical positions.  
**Melvyn R.W. Hamstra, University of Amsterdam**  
*N. Pontus Leander, University of Groningen - Jelena Pobric, University of Groningen*  
10:20 - OMHP C2.17



# Scientific Programme

Wednesday July 9

09:00 - 10:40

Wednesday July 9



## T06 Group cooperation

- T06:01**      **Group monitoring offsets poor creative thinking caused by sleep deprivation**  
Sleep deprivation causes a variety of cognitive impairments. The current experiment showed that fatigued problem solvers are less cognitively flexible than those who are alert, even when cued towards new strategies. However, group members were protected from this via group-monitoring.  
*Daniel Frings, London South Bank University*  
09:00 - OMHP A0.08
- T06:02**      **I relax after my group succeeds: Substitution of group achievement for personal goal pursuit**  
We test the idea that group achievements can substitute for an individual's pursuit of a conceptually similar, yet distinct personal goal. This "group-person goal substitution" occurs only when individuals identify with the group.  
*Tal Eyal, Ben Gurion University of the Negev*  
*Benjamin Converse, University of Virginia - Ayelet Fishbach, University of Chicago*  
09:20 - OMHP A0.08
- T06:03**      **The influence of social value orientation on spontaneous cooperation behavior**  
Questioning the intuitive nature of cooperation behavior, indicated by Rand, Greene and Nowak (2012), we differentiate their results by showing an interaction of decision time with one's social value orientation - indicating lower cooperation for pro-socials, the longer the decision time.  
*Dorothee Mischkowski, University of Goettingen*  
*Andreas Glöckner, University of Goettingen and Max-Planck Institute Research on Collective Goods*  
09:40 - OMHP A0.08
- T06:04**      **Evidence for strong synergy in group problem solving**  
We found evidence of strong synergy in group problem solving. Groups were able to solve difficult problems that none of their members correctly solved individually prior to group discussion. Synergy was positively related to pre-discussion dissent.  
*Thomas Schultze, Georg-August-Universität Göttingen*  
*Joachim Hüffmeier, Westfälische Wilhelms-Universität Münster - Alexander Freund, Leuphana-Universität Lüneburg*  
10:00 - OMHP A0.08



## T07 Methodological innovations

- T07:01**      **Construction and validation of a laboratory aggression paradigm to measure instrumental aggression**  
The following study presents an approach to measure instrumental aggression in the laboratory. The validation and construction of the instrumental aggression paradigm (IAP), is based on a total of n= 280 male subjects, from five independent samples.  
*Antonia Krefeld, University of Bern*  
*Margit E. Oswald, University of Bern*  
09:00 - OMHP F0.02

# Scientific Programme

Wednesday July 9

09:00 - 10:40

T07:02

## **Social categorization in motion: Investigating “who said what?” with mouse tracking**

Our study validated Mouse Tracking as an implementation in the „Who-said-What?” paradigm in order to provide information about the temporal dynamics and subjective confidence of decision processes in the context of social categorization in face processing and person perception.

**Marleen Stelter, Hamburg University**

*Juliane Degner, Hamburg University*

09:20 - OMHP F0.02

T07:03

## **On the benefits of adaptive designs and sequential analyses for psychological science**

I discuss how sequential analyses and adaptive designs allow researchers to repeatedly analyze data, stop when results are significant, or increase the sample size based on observed effect sizes, while controlling type 1 errors.

**Daniël Lakens, Eindhoven University of Technology**

09:40 - OMHP F0.02



# Scientific Programme

Wednesday July 9

11:05- 12:45



S06

## Action performance and agency

Recent investigations have shown that the sense of self-causation, or agency, can be influenced by internal and external factors. The goal of the present symposium is to share the latest developments, conceptual and methodological, in research within this domain.

**Tom Damen, Behavioural Science Institute, Radboud University Nijmegen**

*Anouk van der Weiden, Brain Center Rudolf Magnus, Utrecht University Medical Center*

S06:01

### Plan your work, then simply work your plan: Prior action plans decrease sense of agency

Participants were required to plan or not plan ahead their actions. Results consistently show that prior action planning leads to lower experiences of self-causation, or agency, compared to situations in which participants were not required to plan.

**Tom Damen, Behavioural Science Institute, Radboud University Nijmegen**

*Rick van Baaren, Behavioural Science Institute, Radboud University Nijmegen - Ap Dijksterhuis, Behavioural Science Institute, Radboud University Nijmegen - Marcel Brass, Ghent University*

11:05 - Aula

S06:02

### Doing is for liking, choosing is for wanting: How agency, affect, and motivation are related

The relation between self-agency, affect, and motivation as a function of self-chosen versus imposed goals was examined. Goal achievement enhanced both agency and affect, irrespective of choice. Motivation was only enhanced after achieving self-chosen goals. Mechanisms and implications are discussed.

**Anouk van der Weiden, Brain Center Rudolf Magnus, Utrecht University Medical Center**

*Henk Aarts, Utrecht University - Kirsten I. Ruys, Utrecht University - Neeltje van Haren, Brain Center Rudolf Magnus, Utrecht University Medical Center*

11:25 - Aula

S06:03

### Weakening the belief in free will alter behavioral and neural markers of action control

Previous research shows that weakening the belief in free will affects social behavior as well as neurocognitive markers of cognitive control. Here I present an experimental investigation showing that challenging free will can reduce neural markers of action control.

**Davide Rigoni, Ghent University**

*Gilles Pourtois, Ghent University - Marcel Brass, Ghent University*

11:45 - Aula

S06:04

### Intentional binding and responsibility: temporal unbinding of actions and effects when inflicting pain on others

Subjects were asked to inflict shocks of different pain intensities on an alleged other person. There was a decrease of intentional binding, an implicit measure of agency, in the strong-pain condition, and especially so for people with high empathic concern.

**Jelle Demanet, Ghent University**

*Anne Löffler, McGill University - Lize Decoster, Ghent University - Dorit Wenke, Humboldt University Berlin - Marcel Brass, Ghent University*

12:05 - Aula

# Scientific Programme

Wednesday July 9

11:05 - 12:45

Wednesday July 9



T08

## Gender and sexism

T08:01

### **Belief in the social construction of gendered personality**

We test the hypothesis that people consider feminine traits to be less socially acquired than masculine traits. Participants considered negative feminine traits to be less learned than other traits regardless of target gender. We explore this within a system-justification framework.

**Lauren Ruth, Yale University**

*Jaime Napier, Yale University - Joanneke van der Toorn, Leiden University - Anna-Kaisa Newheiser, University of Washington*

11:05 - VOC zaal

T08:02

### **Combating sexism: Challenging implicit stereotypical associations in contexts of benevolent and hostile sexism**

The goal of our research was to examine the impact of exposure to benevolent and hostile sexism on gender stereotypes. In two studies, results showed that when faced with sexism, women can challenge the activation of implicit stereotypes.

**Miguel R. Ramos, Instituto Universitário de Lisboa (ISCTE-IUL)**

*Manuela Barreto, University of Exeter and Instituto Universitário de Lisboa (ISCTE-IUL) - Naomi Ellemers, University of Leiden - Miguel Moya, University of Granada - Lúcia Ferreira, Instituto Universitário de Lisboa (ISCTE-IUL)*

11:25 - VOC zaal

T08:03

### **Describing my body or my personality? The effects of self-objectification on body monitoring and shame.**

In the present study we propose a novel paradigm to test the effects of self-objectification. As predicted, results showed that body surveillance and shame increased for female participants asked to describe their physical aspect versus their personality to a man.

**Francesca Guizzo, University of Padova**

*Mara Cadinu, University of Padova*

11:45 - VOC zaal

T08:04

### **Exposure to hostile sexism (de)motivates women's collective action tendencies: The role of emotions.**

We show that hostile sexism (de)motivates women's collective action intentions through different emotions: induced anger increases women's readiness to engage in social competition or collective action for parity, whereas induced lack of security decreases women's readiness to compete.

**Elena Lemonaki, Cardiff University**

*Greg Maio, Cardiff University - Tony Manstead, Cardiff University*

12:05 - VOC zaal

T08:05

### **Group identification moderates men and women's response to claims of anti-male sexism**

Across 2 studies, gender group identification shaped men and women's responses to men's claims of anti-male bias. Greater gender ID was associated with more favorable reactions to claimants among males and less favorable reactions among female participants.

**Joseph Wellman, Wesleyan University**

*Katherine Schlad, Wesleyan University - Clara L. Wilkins, Wesleyan University*

12:25 - VOC zaal

# Scientific Programme

Wednesday July 9

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S07

## Interpersonal processes in emotion regulation

Emotions are often experienced in interactions with other people. Nevertheless, past research has neglected interpersonal processes in how emotions unfold and in how they are regulated. This symposium unites research highlighting the benefits of an interpersonal approach to emotion regulation.

*Jan Crusius, University of Cologne*

*Jens Lange, University of Cologne*

S07:01

### Still a friend? Affiliation vs. distancing as a consequence of emotion regulation

I suggest that emotion regulation is regulation of relationships. Four experiments manipulated emotion and interpersonal closeness. Results 1) clarify the conditions under which a certain emotion leads to affiliation or distancing - 2) show how emotion regulation feeds back into relationships.

*Nicole Harth, Friedrich Schiller University Jena*

11:05 - Doelenzaal

S07:02

### Dealing with shame

Shame has been associated with opposing behaviors: social withdrawal and pro-social behavior. Our research demonstrates that we can understand this by taking into account how the context of the emotion allows for dealing with shame's central concern of self-threat.

*Stephanie C.M. Welten, Amsterdam School of Communication Research (ASCoR), University of Amsterdam*

*Marcel Zeelenberg, Tiber, Tilburg University - Seger M. Breugelmans, Tiber, Tilburg University*

11:25 - Doelenzaal

S07:03

### A functional approach to envy: Counterfactuals as a mechanism in benign and malicious envy

Three studies suggest that counterfactual thoughts are a cognitive-motivational mechanism behind envy effects. Participants spontaneously generate counterfactuals after envy experiences, while after benign envy those thoughts are more self-related and additive and after malicious envy they are more other-related.

*Jens Lange, University of Cologne*

*Jan Crusius, University of Cologne*

11:45 - Doelenzaal

S07:04

### Find, remind, and bind: Examining potential behavioral, psychological, and biological mechanisms for gratitude's social functions

Gratitude has been proposed to "find, remind, and bind" the grateful recipient of a benefit psychologically closer to the beneficiary (Algoe, 2012). New data from studies involving both members of ongoing romantic relationships suggests potential mechanisms through which this happens.

*Sara Algoe, UNC Chapel Hill*

12:05 - Doelenzaal

# Scientific Programme

Wednesday July 9

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Wednesday July 9

- S07:05      **A self-regulation perspective on empathy: Age differences in children's mimicry and counter-mimicry of emotions**  
We argue that beyond understanding another's feelings, empathy entails responding to emotions in ways most appropriate to the situation and one's own social goals. We therefore expect and show that mimicking facial expressions is not always the most appropriate response.  
**Michael Häfner, Utrecht University**  
*Skyler Hawk, Utrecht University*  
12:25 - Doelenzaal
- ✕ S08      **Understanding perceived self-other similarity as the social dimension of psychological distance**  
This symposium aims to shed new light on the social dimension of psychological distance. It brings together diverse empirical perspectives (social projection, social comparison, construal level) that converge in an understanding of social distance as the perception of self-other similarity.  
**Karl-Andrew Woltin, Catholic University of Louvain at Louvain-la-Neuve**  
*Maya Machunsky, University of Mannheim*
- S08:01      **Open path toward a superior other decreases the psychological distance: self-evaluative assimilation, self-inclusion, and self-construal**  
This research examines how the feeling of distance with an upward comparison affects one's self-perception. Four studies show that the feeling that the path toward the other is open decreases psychological distance between the self and the target's representation.  
**Marie-Pierre Fayant, University of Geneva**  
*Dominique Muller, Univ. Grenoble Alpes - Cécile Nurra, Univ. Grenoble Alpes - Theodore Alexopoulos, University Paris Descartes - Richard Palluel-Germain, Univ. Grenoble Alpes*  
11:05 - Universiteitstheater
- S08:02      **The role of psychological distance in perceptions of similarity and humor generation**  
Psychological distance (e.g., time from an interaction) affects perception of a social target's similarity to the self. Greater distance reduces similarity, but strengthens the use of communication tools fostering cooperation (politeness) and a shared understanding of reality (use of humor).  
**Elena Stephan, Bar-Ilan University**  
11:25 - Universiteitstheater
- S08:03      **The perception of self-other similarity serves distance regulation**  
Perceived self-other similarity indicates social distance. Therefore, similarity perceptions may be varied instrumentally to attain closeness, respectively distance to others. Five studies showed that similarity increases under conditions generally eliciting spatial approach, supporting the assumption that similarity serves distance regulation.  
**Maya Machunsky, University of Mannheim**  
11:45 - Universiteitstheater

# Scientific Programme

Wednesday July 9

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Wednesday July 9

- S08:04**      **The role of perceptual disfluency in perceptions of similarity: Basic effects and social consequences**  
We investigated the impact of disfluency on social distance and considered social consequences. Across five studies, disfluency increased perceived self-other dissimilarity and distance, diminished resource-allocation to and informational conformity with others, and increased preferences for verbal over pictorial communication means.  
*Karl-Andrew Woltin, Catholic University of Louvain at Louvain-la-Neuve*  
*Olivier Corneille, Catholic University of Louvain at Louvain-la-Neuve - Vincent Yzerbyt, Catholic University of Louvain at Louvain-la-Neuve*  
12:05 - Universiteitstheater
- S08:05**      **The role of level of construal in the effects of similarity on interpersonal liking**  
We explored the similarity-liking relationship from the perspective of construal level theory. Three studies showed that liking of similar others was based relatively more on the valence of low compared to high level construal features than liking of dissimilar others.  
*Ido Liviatan, The Open University*  
*Yaacov Trope, New York University - Nira Liberman, Tel Aviv University*  
12:25 - Universiteitstheater
- ✕ **S09**      **Social identity and health: Social identity enhances resilience and well-being**  
Social Identity and Health Part 2 explores how maintaining, crafting, and managing identity promotes resilience and well-being. We show that social identities do not merely promote freedom from illness, but enable people to thrive in a state of well-being.  
*S. Alexander Haslam, University of Queensland*  
*Katharine Greenaway, Canadian Institute for Advanced Research and University of Queensland*
- S09:01**      **Social group participation, identity continuity and well-being after the loss of an intimate partner**  
Social groups help to maintain identity continuity, which has a positive effect on well-being. Individuals who lost a partner and who participate in groups or feel continuity report greater well-being. Continuity also moderated the effects of loss on well-being.  
*Dario Spini, Institute for Social Sciences and National Centre of Competence in Research LIVES University of Lausanne*  
*Nadia Girardin, Institute for Social Sciences and National Centre of Competence in Research LIVES, University of Lausanne - Davide Morselli, Institute for Social Sciences and National Centre of Competence in Research LIVES, University of Lausanne*  
11:05 - OMHP D0.09
- S09:02**      **Social inclusion enhances the health and well-being of seniors: Preliminary findings from the AGES project**  
This project investigates (1) the effects of social inclusion on cognitive, mental and physical health among older adults receiving care, and - (2) the effectiveness of social media training at increasing social connectedness and through this improving individual health and well-being.  
*Thomas Morton, University of Exeter*  
*Neil Wilson, University of Exeter - Catherine Haslam, University of Queensland, - Megan Birney, University of Exeter - Angela Genova, Fondazione Giacomo Brodolini - Lucia Giovagnoli, Fondazione Giacomo Brodolini - Lauren-Grace McCloskey, University of Exeter*  
11:25 - OMHP D0.09

# Scientific Programme

Wednesday July 9

11:05 - 12:45

- S09:03**      **Leaders enhance team members' health and well-being by furthering social identity**  
The present research extends previous work on leadership and health by showing reduced burnout and enhanced work engagement when leaders are seen to build social identity through acts of identity entrepreneurship.  
**Niklas Steffens, University of Queensland**  
*S. Alexander Haslam, University of Queensland - Rudolf Kerschreiter, Freie Universität Berlin - Sebastian C. Schuh, China Europe International Business School Shanghai - Rolf van Dick, Goethe University Frankfurt*  
11:45 - OMHP D0.09
- S09:04**      **Coping with situational stigma: Ingroup ties, identity performance, and well-being in physical disability**  
This study investigated how physically disabled people react to situational stigmatisation. When responding to different audiences a number of contextual meta-stereotypes are made salient. Physically disabled people reflexively construct their identity to protect well-being in response to these stereotypes.  
**Stuart Read, University of Exeter**  
*Thomas Morton, University of Exeter - Michelle Ryan, University of Exeter*  
12:05 - OMHP D0.09
- S09:05**      **The control within, from without: Group identification improves health and well-being through increased perceived control**  
In six studies using multiple methodologies, group identification was associated with higher perceived control and through this better health and well-being. This was observed in religious, political, student, national and minority groups and with multiple indicators of health and well-being.  
**Katharine Greenaway, Canadian Institute for Advanced Research and University of Queensland**  
*Renate Ysseldyk, Carleton University - Tegan Cruwys, University of Queensland - Courtney Heldreth, University of California, Los Angeles - Nyla Branscombe, Kansas University - S. Alexander Haslam, University of Queensland*  
12:25 - OMHP D0.09
- ✕ S10**      **Deconstructing Muslim identity**  
This symposium examines the multifaceted nature of Muslim identity, and its social-psychological consequences (e.g., emotions, motivation, identification, collective action), across a diverse set of cultural and sociopolitical contexts (Turkey, the Netherlands, US).  
**Patricia M Rodriguez Mosquera, Wesleyan University**  
*Karen Phalet, University of Leuven, Belgium*
- S10:01**      **Contested Muslim identity: Different political values, concerns and actions in the Gezi Park protest**  
Gezi Park protests challenge a simplistic religious cleavage opposing secularists to islamists. Focusing on different political concerns and actions, this research shows different political consequences of Muslim identity for religious or secular Muslims with authoritarian or democratic political values.  
**Gülşeli Baysu, Kadir Has University**  
11:05 - OMHP D1.09

# Scientific Programme

Wednesday July 9

11:05 - 12:45

Wednesday July 9

- S10:02**      **Identity threat and upward mobility in Muslim women: A social identity perspective**  
 We present our work on self-regulatory and identity processes in Muslim women making decisions regarding upward mobility in education and work – an especially interesting group pursuing upward mobility in the face of challenges from both ingroup and outgroup.  
*Colette van Laar, Leiden University*  
*Belle Derks, Leiden University - Naomi Ellemers, Leiden University*  
 11:25 - OMHP D1.09
- S10:03**      **The ten-year 9/11 anniversary: Emotions and coping among Muslims in the US**  
 I present a study that examined the emotions of Muslim Americans in the days preceding the ten-year 9/11 anniversary. I measured the concerns and coping responses associated with three emotions: sadness, fear, and anger.  
*Arielle Selya, Quantitative Analyses Center, Wesleyan University*  
 11:45 - OMHP D1.09
- S10:04**      **The gendered nature of Muslim Americans' emotions about societal devaluation**  
 I present two studies on Muslim Americans' emotional responses to societal devaluation. The studies show similarities and differences in how Muslim American women and men feel about the ways they are viewed and treated by others.  
*Patricia M Rodriguez Mosquera, Wesleyan University*  
 12:05 - OMHP D1.09
- S10:05**      **Discussant**  
*Maykel Verkuyten, Utrecht University*  
 12:25 - OMHP D1.09
- ✕ S11**      **Overcoming dehumanization**  
 Tackling the problem of overcoming dehumanization, four distinct mechanisms in both intergroup and interpersonal settings are proposed that demonstrate that others might be seen as more human through categorisation processes, mechanisms of social comparison, similarity and self-dehumanization.  
*Jeroen Vaes, University of Padova*
- S11:01**      **Reducing dehumanization outcomes towards Blacks: The role of multiple categorization and human identity**  
 This contribution addresses reduction of dehumanisation towards Blacks. Results highlighted the combination of multiple categorisation and human identity as the most effective strategy in reducing dehumanisation assessed through attribution of secondary emotions and inalienability of human rights.  
*Flavia Albarello, University of Bologna*  
*Monica Rubini, University of Bologna*  
 11:05 - OMHP D0.08



# Scientific Programme

Wednesday July 9

11:05 - 12:45

- S11:02**      **Keeping up (or down) appearances: Re-humanizing the self across status divides**  
Participants sought to appear more human by engaging in social compensation to counteract meta-stereotypes. Upward comparers emphasized competence, downplaying warmth, while downward comparers emphasized warmth, downplaying competence. Social comparisons shape impression management goals, potentially maintaining status divides.  
*Jillian K. Swencionis, Princeton University*  
*Susan T. Fiske, Princeton University*  
11:25 - OMHP D0.08
- S11:03**      **Rehumanizing our defenders: Overcoming dehumanization of military personnel and its consequences**  
To overcome the dehumanization of military personnel by civilians they protect, three strategies were examined. Rehumanization was difficult but achievable, but explaining why the military was dehumanized was sometimes more effective in increasing support for military personnel than rehumanization.  
*Paul Bain, University of Queensland*  
*Rebecca Paterson, University of Southern Queensland - James Hirst, University of Queensland - Ángel Gómez, Universidad Nacional de Educación a Distancia, UNED, Madrid - Alexandra Vázquez, Universidad Nacional de Educación a Distancia, UNED, Madrid*  
11:45 - OMHP D0.08
- S11:04**      **Bounded in humanity: Self-dehumanization motivates the humanization of the other in conflicting interpersonal relations**  
People who treat others immorally tend to see both the other and themselves as less human. Three studies are presented that demonstrate that this double dehumanization can motivate people to recuperate their own humanity through the re-humanization of the other.  
*Jeroen Vaes, University of Padova*  
*Brock Bastian, University of Queensland*  
12:05 - OMHP D0.08
- ✕ **S12**      **Moving as one: The what's, how's and why's of behavioral synchrony**  
Four talks consider the conditions that encourage behavioral synchrony, the mechanisms by which synchrony exerts its positive effects, and the scope of those effects.  
*Natalie A. Wyer, University of Plymouth*  
*Kimberley A. Quinn, DePaul University*
- S12:01**      **Social gravitation: Evidence for entrainment among in-group interactants (but not out-group ones)**  
Does behavioral entrainment arise more when interacting with someone who holds in-group membership? This experiment provides behavioral evidence that—despite explicit instructions to not synchronize—in-group membership elicits greater entrainment compared to out-group membership. Implications for in-group/out-group interactions are discussed.  
*Tanya Vacharkulksemsuk, University of California, Berkeley*  
*Sophie Trawalter, University of Virginia - Kimberly A. Quinn, DePaul University*  
11:05 - OMHP F0.01



# Scientific Programme

Wednesday July 9

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Wednesday July 9

- S12:02 Synchrony protects against embarrassment**  
Two experiments demonstrated that engaging in synchronous activities with other people attenuated anticipated and experienced embarrassment in subsequent activities. The present research therefore suggests that synchrony can affect people's emotional experiences even outside of the synchronous activity itself.  
**Scott S. Wiltermuth, University of Southern California**  
*Piercarlo Valdesolo, Claremont McKenna College - Derek J. Harmon, University of Southern California*  
11:25 - OMHP F0.01
- S12:03 Contributions of conditioning and fluency to the synchrony-liking relationship**  
We examined conditioning and fluency in the context of synchrony. Compared to baseline, asynchrony led to less fluency and more negative associations, but synchrony had no effect. Apparently positive effects of synchrony may actually reflect negative effects of asynchrony.  
**Kimberley A. Quinn, University of Birmingham and DePaul University**  
*Juliane J. Honisch, University of Birmingham - John T. Cacioppo, University of Chicago*  
11:45 - OMHP F0.01
- S12:04 With us or against us: Synchrony and social exclusion**  
Three experiments investigated the effects of partial synchrony (in which some, but not all, members of a group behaved in a synchronous manner). Results indicate harmful effects on those left out-of-sync and benefits for those uniquely in-sync with each other.  
**Natalie A. Wyer, University of Plymouth**  
*Patric Bach, University of Plymouth - Kimberley A. Quinn, University of Birmingham and DePaul University*  
12:05 - OMHP F0.01
-  **T09 Intergroup emotions**
- T09:01 National identity content and identity based defensiveness against collective emotions in the US and Germany**  
We investigated how national context in the US and Germany shapes individual national identity content and how this content is used to deal with group based emotions of guilt and shame.  
**Johannes Kopf-Beck, University of Konstanz**  
*Ruth Dittmann, Berlin Social Science Research Center - Nina Rouhani, Columbia University - Valerie Purdie-Vaughns, Columbia University*  
11:05 - OMHP C0.17
- T09:02 Hope and change: Dynamic perceptions induce hope in conflict resolution**  
We examine ways in which hope can be indirectly regulated in intractable conflicts. Using multiple methodologies, hope regarding the Israeli-Palestinian conflict was induced by changing dynamic (vs. static) perceptions of reality, indirectly increasing support for concessions for peace  
**Smadar Cohen-Chen, University of Sheffield**  
*Richard J. Crisp, University of Sheffield - Eran Halperin, Interdisciplinary Center, Herzliya*  
11:25 - OMHP C0.17

# Scientific Programme

Wednesday July 9

11:05 - 12:45

- T09:03**      **Conformity vs. emotional burden: How group-based emotions are influenced by collective emotions**  
Underlying group-based emotions is the assumption that they are driven by a process of conformism. However, emotions may be experienced in the name of a collective that does not share these emotions. We examine this process and when it occurs.  
**Amit Goldenberg, Stanford University**  
*Eran Halperin, Interdisciplinary Center, Herzliya - Tamar Saguy, Interdisciplinary Center, Herzliya*  
11:45 - OMHP C0.17
- T09:04**      **The feeling of being moved as a social relational emotion**  
We describe a distinctive social emotion, the feeling of being touched or moved. Based on relational models theory, we propose that it develops from confirmations of communal sharing relationships. We present data on the feeling's causes, bodily symptoms, and consequences.  
**Beate Seibt, University of Oslo**  
*Thomas Schubert, University of Oslo - Torleif Halkjelsvik, Norwegian Institute for Alcohol and Drug Research, Oslo - Alan Fiske, University of California, Los Angeles*  
12:05 - OMHP C0.17
- T09:05**      **Grievances, vulnerability and emotions as predictors of reactions to austerity measures in Greece**  
Research in Greece, during the economic crisis, investigates reactions towards austerity measures and their predictors. Reactions range from individual and depression to radical and violent and are predicted by people's position, feelings of vulnerability and grievances and by different emotions.  
**Xenia Chrossochoou, Panteion University**  
*Stamos Papastamou, Panteion University, Athens, - Gerasimos Prodromitis, Panteion University, Athens*  
12:25 - OMHP C0.17
- ✕ S13**      **"The truth is rarely pure and never simple", and the same applies to truth judgments.**  
In this symposium we approach the effects promoted by different components of the fluency experience, such as the fluency associated with Aha-experiences and the fluency rising from repetition of perceptual and conceptual features, on subjective truth.  
**Teresa Garcia-Marques, ISPA, Lisbon**
- S13:01**      **Effects of aha-experiences on subjective truth**  
Aha-experiences include suddenly occurring processing fluency that results in the belief that a solution is correct. Experiments reveal effects of suddenness on judged truth. Questionnaire studies confirmed that Aha-experiences lead to the conviction that an insight is true.  
**Rolf Reber, University of Oslo**  
*Victoria Huynh, University of Bergen*  
11:05 - OMHP C2.17

# Scientific Programme

Wednesday July 9

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Wednesday July 9

- S13:02**      **Hearing a statement now and believing the opposite later**  
Two experiments found that participants provided higher truth judgments for contradictory statements after one week despite the fact that contradictory statements were judged as more false after a short delay, suggesting that preserved perceptual fluency affected truth judgments.  
**Rita R. Silva, ISPA, Lisbon**  
*Teresa Garcia-Marques, ISPA, Lisbon - Rolf Reber, University of Oslo - Christian Unkelbach, University of Cologne*  
11:25 - OMHP C2.17
- S13:03**      **Paraphrasing the truth: perceptual and conceptual fluency don't always go together.**  
Two experiments contrast effects of perceptual versus conceptual fluency on truth judgments. Changing meaning but preserving surface structure of a statement (vs. paraphrasing) maintains immediate illusion of truth but reduces disruption of the illusion of falseness induced after one week.  
**Teresa Garcia-Marques, ISPA, Lisbon**  
*Rita R. Silva, ISPA, Lisbon - Rolf Reber, University of Oslo - Joana Mello, ISPA, Lisbon*  
11:45 - OMHP C2.17
- S13:04**      **Referential primacy effects in subjective judgments of truth**  
People believe repeated statements more than new statements and contradicting statements. We show that this truth effect occurs because repeated statements are encountered first and activate references in memory, which will be more accessible when participants make truth judgments.  
**Sarah Rom, University of Cologne**  
*Christian Unkelbach, University of Cologne*  
12:05 - OMHP C2.17
- S13:05**      **A referential theory of subjective truth**  
Judging statements' truth is a central task in everyday life. We present a theory that explain how people form such truth judgments that explains and unifies classic findings (i.e., the truth effect) and makes new predictions.  
**Christian Unkelbach, University of Cologne**  
12:25 - OMHP C2.17

# Scientific Programme

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Wednesday July 9



S14

## **Folk scientists: The psychological relevance of people's lay beliefs and theories**

People rely on folk beliefs to maneuver through a complex world: (a) Scientific beliefs buffer against anxiety, (b) beliefs about willpower shape self-regulation, and (c) people intuitively endorse mind-body dualism, which (d) shapes mentalizing about and sharing others' mental states.

**Pascal Burgmer, University of Cologne**

*Matthias Forstmann, University of Cologne - Thomas Mussweiler, University of Cologne*

S14:01

### **Implicit theories about willpower predict rest-goal-activation following self-control exertion**

We propose that for people who believe that willpower is a limited resource self-control exertion activates the goal to rest. Across four studies, these people preferred relaxation products, recognized rest-related words more quickly, and took longer breaks after initial exertion.

**Veronika Job, University of Zurich**

*Katharina Bernecker, University of Zurich - Stefanie Micketta, Saarland University - Malte Frieze, Saarland University*

11:05 - OMHP A0.08

S14:02

### **The hamster of Theseus: Adults are intuitive mind-body dualists**

We introduce a new thought experiment-based measure of belief in mind-body dualism and show that adults are intuitive mind-body dualists by default: taxing participants' cognitive resources or priming them with an intuitive (vs. analytical) thinking style both increases dualistic beliefs.

**Matthias Forstmann, University of Cologne**

*Pascal Burgmer, University of Cologne*

11:25 - OMHP A0.08

S14:03

### **How beliefs in mind-body dualism shape mental-state reasoning**

Four experiments examined the impact of beliefs in mind-body dualism on mental-state inference. Experimentally strengthening dualistic beliefs facilitated cognitive mentalizing while interfering with affective experience sharing. These divergent effects may be due to attenuated reliance on internal states among dualists.

**Pascal Burgmer, University of Cologne**

*Matthias Forstmann, University of Cologne - Andrew R. Todd, University of Iowa - Thomas Mussweiler, University of Cologne*

*Thomas Mussweiler, University of Cologne*

11:45 - OMHP A0.08



T10

## **Affective influences on cognition and behaviour**

T10:01

### **On the unique nature of humiliation: A cognitive appraisal approach**

In two experiments we provide evidence of the unique nature of humiliation as a distinct self-conscious emotion, showing that humiliation shares central appraisals and action tendencies with shame and anger, but differs also from these two emotions in crucial aspects.

**Saulo Fernández, Universidad Nacional de Educación a Distancia (UNED)**

*Eran Halperin, Interdisciplinary Center (IDC) Herzliya - Tamar Saguy, Interdisciplinary Center (IDC) Herzliya*

11:05 - OMHP F0.02

# Scientific Programme

Wednesday July 9

11:05 - 12:45

- T10:02**      **The social benefits of suppressing positive emotions in outperformance situations**  
Previous research suggests that expressing positive emotions entails social benefits, while suppression may be costly. In three experiments, we show that in social situations involving outperformance, individuals tend to suppress their positive emotions, and that this suppression is socially rewarded.  
**Marina Astahova, University of Konstanz**  
*Sarah E. Martiny, University of Konstanz - Thomas Goetz, University of Konstanz*  
11:25 - OMHP F0.02
- T10:03**      **Unexpected and just missed: The influence of expectancy and proximity on negative emotions**  
Three experiments suggest that the unexpectedness of a negative outcome as well as the degree to which a positive outcome was just missed separately influence the motivational and experiential properties of the ensuing emotional response.  
**Evelien Bossuyt, Ghent University**  
*Agnes Moors, Ghent University - Jan De Houwer, Ghent University*  
11:45 - OMHP F0.02
- T10:04**      **Work more, then feel more: When effort shapes anticipated affect via an effort heuristic mechanism**  
PhD students awaiting a manuscript decision expected to feel happier if it were accepted the more effort it demanded, because they engaged in 'effort heuristic' (Study 1). Study 2 replicated this experimentally. We discuss this relationship's moderators and behavioural implications.  
**Gabriela M. Jiga-Boy, Swansea University**  
*Claudia Toma, Tilburg University, - Olivier Corneille, Université catholique de Louvain*  
12:05 - OMHP F0.02



# Poster Session 1

Wednesday July 9

13:00 - 14:00 - Atrium

- P01:01 Not too intense: The effect of emotional intensity on judgments of customer service**  
Emotion intensity matters. Testing the social influence of emotion we manipulated the intensity of happiness and sadness displays in a customer service setting. In a lab and field study we demonstrate how emotion intensity regardless of valence lowers service satisfaction.  
*Arik Cheshin, University of Amsterdam*  
*Adi Amit, The Open University of Israel - Gerben A. Van Kleef, University of Amsterdam*
- P01:02 Some (don't) like it hot: Exploring the effect of non-physical temperature cues on consumer behavior**  
Do non-physical cues of temperature affect consumer behavior? We investigate the effects of images associated with hot versus cold temperature. Images of heat triggered greater materialism. The mechanism is increased concerns about death. Non-physical cues of heat convey existential threat.  
*Aurelia Mok, City University of Hong Kong*
- P01:03 Romantic red in the discotheque: A trigger for jealousy?**  
Color effects research on interpersonal attraction neglected so far effects on relationships. A 2 (red vs. blue dress) x 2 (discotheque vs. family gathering) experiment showed, that men are especially jealous if their female partner wears red in a discotheque.  
*Sascha Schwarz, University of Wuppertal*
- P01:04 The red romance effect, context and fertility: Do females who wear red subtly signal interest?**  
Women chose to wear significantly more red in clothes, accessories, or make-up when expecting to meet an attractive compared to a less attractive experimenter. We discuss this behavioral indicator of subtly communicating romantic interest in consideration of women's menstrual cycle.  
*Maria Agthe, Ludwig-Maximilians-University Munich*  
*Daniela Niesta Kayser, University of Potsdam*
- P01:05 Red enhances women's attractiveness to men: First evidence suggesting universality.**  
Research in the U.S. and Europe shows that viewing red enhances men's attraction to women. This phenomenon is present in an isolated society in Burkina Faso, an effect showing that red's influence on attraction may be a human universal.  
*Adam Pazda, University of Rochester*  
*Andrew J. Elliot, University of Rochester - Jessica Tracy, University of British Columbia - Alec Beall, University of British Columbia*
- P01:06 Construal level, affective and cognitive attitudes in the prediction of health-risk behavioral intentions**  
We explored how construal level moderated the role of affective and cognitive attitudes in predicting health-risk behavioural intentions. There was a stronger influence of affective attitudes both when participants were in abstract (vs. concrete) mindsets induced by a priming task.  
*Amparo Caballero, Universidad Autonoma de Madrid*  
*Dolores Muñoz, Autonoma University of Madrid - Marta González-Iraizoz, Autonoma University of Madrid - Itziar Fernández, Universidad Nacional de Educacion a Distancia - Pilar Carrera, Autonoma University of Madrid*



# Poster Session 1

Wednesday July 9

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- P01:07**      **On the acquisition of political attitudes through evaluative conditioning**  
 We explore the acquisition of political attitudes through evaluative conditioning and show that a) valenced political slogans affect not only their subjects but also their donors, and b) the conditioned attitudes can be transferred to allied and opposite political parties.  
*Joanna Sweklej, University of Social Sciences and Humanities*  
*Robert Balas, Institute of Psychology Polish Academy of Sciences*
- P01:08**      **A perfect match: AMP effects are driven by congruency of prime and idiosyncratic target valence**  
 We tested whether AMP effects are driven by congruent trials of prime and target valence. We provide evidence that effects are strongest when prime valence matches idiosyncratic target valence. Implications for the underlying mechanisms of the AMP are discussed.  
*Rebecca Weil, Hebrew University Jerusalem*  
*Roland Neumann, University of Trier*
- P01:09**      **Don't be sad, but distrust? The influences of sad mood and distrust on deductive reasoning**  
 The results of three experiments show the different influences of sad mood and distrust on deductive reasoning. Results reveal a noncoherent picture and show the dependence on the manipulation method used.  
*Corina Tamara Ulshöfer, University of Bern*  
*Margit E. Oswald, University of Bern*
- P01:10**      **Confabulating reasons for behaving bad**  
 Two studies were conducted to show that in the aftermath of unconsciously activated behavior, people experience negative affect and subsequently become inclined to confabulate a reason for this behavior, in particular when the behavior violates one's standards.  
*Marieke Adriaanse, Utrecht University*  
*Jonas Weijers, Utrecht University - Denise T. D. De Ridder, Utrecht University - Jessie De Witt Huberts, Utrecht University - Catharine Evers, Utrecht University*
- P01:11**      **Implicit threat, self-regulatory resources, and cognitive performance**  
 In two experiments (Ns = 78 and 130), brief confrontations with implicit threat cues impaired intellectual performance when participants were in an automatic processing mode. In contrast, no threat effect emerged when participants were in a relatively controlled processing mode.  
*Alex Bertrams, University of Mannheim*  
*Roy F. Baumeister, Florida State University - Stephanie Lichtenfeld, University of Munich - Chris Englert, Heidelberg University*
- P01:12**      **This can't be right: Domain aspecific conflict enhances cognitive control**  
 Conflict adaptation is a robust phenomenon, but its domain specificity remains unclear. By investigating the influence of primes that contain semantic conflict on flanker performance, we showed that conflict adaptation can be domain general, if the conflict was strong enough.  
*Maikel Hengstler, Radboud University Nijmegen*  
*Rob W. Holland, Radboud University Nijmegen - Stijn de Laat, Radboud University Nijmegen - Henk van Steenbergen, Leiden Institute for Brain and Cognition & Department of Cognitive Psychology, Leiden University - Ad van Knippenberg, Radboud University Nijmegen*





# Poster Session 1

Wednesday July 9

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- P01:13**      **The complexity of evaluative standards and susceptibility to implicit affect**  
 The three experimental studies with the affective priming paradigm confirmed the significance of individual disposition, complexity of evaluative standards, for limiting diffusive affect impact. Complexity of standards reflect disposition to rely on reflection in evaluative processes.  
*Dorota Karwowska, University of Warsaw*  
*Anna Szuster, University of Warsaw*
- P01:14**      **Deductive reasoning under distrust: Does a state of implicit distrust lead to an analytical thinking?**  
 With a problem-solving task we examined if a state of implicit distrust fosters a more analytical thinking than a state of explicit distrust, which probably leads to a rather heuristic thinking.  
*Nicole Ruffieux, University Bern*
- P01:15**      **Tying Fremdschämen and embarrassment together: Behavioral, cognitive and physiological links explained through a two-process model**  
 A process model for both Embarrassment and Fremdschämen was developed, addressing the overwhelming similarities between them. Four studies on its behavioral, cognitive and physiological aspects are presented, as well as on clarifying the relevance of empathy.  
*Paul Alvarez Löblich, Julius-Maximilians-Universität Würzburg*
- P01:16**      **Influence of individualistic and collectivistic mindsets on mind-reading performance**  
 The study investigates whether a collectivistic mindset makes one more sensitive to others' mental states (i.e. having higher mind-reading performance) in comparison with an individualistic mindset. Collectivism-primed participants were as accurate as, but faster than individualism-primed and control ones.  
*Tuong-Van Vu, Vrije Universiteit Amsterdam*  
*Lydia Krabbendam, Vrije Universiteit Amsterdam - Sheida Novin, University of Michigan, Universiteit Utrecht*
- P01:17**      **Erring on the side of caution: Differences in self-control between Germans and Americans**  
 We tested the relationship between tightness and self-control with a behavioral measure, the Stroop task, with American and German students. Consistent with our hypothesis, Germans performed better on the Stroop task than Americans, reflecting the influence of their tighter culture.  
*Michelle Dugas, University of Maryland*  
*Marieke C. Van Egmond, Jacobs University - Michele J. Gelfand, University of Maryland - Cornelia Bestch, University of Erfurt*
- P01:18**      **Towards a culture-sensitive framework of social attitude-value linkages**  
 A novel theory predicts how and when personal values are linked to social attitudes: values systematically underpin a set of five social attitudes while macro-contextual ecological and cultural factors facilitate or hamper the consistency of attitude-value linkages.  
*Diana Boer, Goethe University*  
*Ronald Fischer, Centre for Applied Cross Cultural Research & Victoria University of Wellington*





# Poster Session 1

Wednesday July 9

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- P01:19**      **Symbologies, technologies, and identities: Critical junctures theory and the multi-layered nation-state**  
A new Critical Junctures Theory draws from Complexity Theory, or Dynamical Systems Theory, to investigate: How, in a converging but fragmenting world, are we learning or can we learn to live together, both within and between states?  
*James H. Liu, Victoria University of Wellington*  
*Nora Fisher Onar, Bahcesehir University, Turkey - Mark W. Woodward, Arizona State University*
- P01:20**      **Exploring the intersection of personal and collective meanings: 'Responsibility' in the transition to adulthood**  
The notion of "responsibility" – usually regarded as a personal competence – can be reconceived as affective semiotic orientation of actions. Here we explored how a young person constructs personal meanings and create a value system as a "responsible person".  
*Elsa Mattos, Universidade Federal da Bahia*  
*Angela Branco, Universidade de Brasilia*
- P01:21**      **The relationship between greater empathy and psychosis traits is moderated by executive functions**  
The autism-psychosis model predicts enhanced empathy is related to psychosis, although executive function (EF) problems are also associated. Present results showed the relationship between empathy and psychosis was moderated by EF, suggesting atypical empathy and EF are both important.  
*Chris Ashwin, University of Bath*  
*Laurie Batchelder, University of Bath; Mark Brosnan, University of Bath*
- P01:22**      **An empirical investigation of the relationship between empathy and intuition.**  
Empathy is central to social cognition. It is characterised as rapid, automatic and not effortful. Intuition is also described in this manner but no studies have compared empathy and intuition. For the first time, we find they are significantly related.  
*Mark Brosnan, University of Bath*  
*Chris Ashwin, University of Bath - Neal Hinvest, University of Bath*
- P01:23**      **The influence of providing mood induction during break in nominal and interactive brainwriting groups**  
The effects of mood in the middle of the session in the both nominal and interactive groups were investigated. The positive mood condition had less production loss than the negative one. Interactive groups experienced less production loss than nominal groups.  
*Hamit Coşkun, Abant İzzet Baysal University*  
*Bedirhan Gültepe, Abant İzzet Baysal University*
- P01:24**      **Different faces in the crowd: A happiness superiority effect for schematic faces in heterogeneous background**  
Previous research argues that methodological confounds cause the Anger Superiority Effect, the faster detection of angry than happy faces in crowds. Applying recommendations to eliminate these confounds, we found faster detection of happy than angry schematic faces in heterogeneous backgrounds.  
*Belinda Craig, The University of Queensland*  
*Stefanie Becker, University of Queensland - Ottmar Lipp, University of Queensland*



# Poster Session 1

Wednesday July 9

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- P01:25**      **Mood moderates the influence of cognitive stimulation on the brainstorming performance**  
 The role of music inducted mood and cognitive stimulation effects on brainstorming performance were investigated. Positive and negative mood enhanced idea generation in low activation, but neutral mood led to the high number of ideas in the high activation condition.  
*Bedirhan Gültepe, Abant İzzet Baysal University*  
*Hamit Coşkun, Abant İzzet Baysal University*
- P01:26**      **When students worry for their professional future: Collective angst deteriorates divergent thinking**  
 The present study is a first attempt to test the hypothesis that collective angst impairs divergent thinking.  
 Highly threatened undergraduates felt more collective angst and generated less divergent responses than those in the low threat and no threat condition.  
*Silvia Krauth-Gruber, University Paris Descartes*  
*Virginie Bonnot, University Paris Descartes*
- P01:27**      **When in blue: How negative mood influences perception of self and others**  
 The presented studies tested the hypothesis that negative mood hampers the routine strategies in social perception. Experiencing negative feelings (comparing to positive ones) decreases the importance of communal qualities in perception of others and agentic qualities in perception of self.  
*Aleksandra Szymkow, University of Social Sciences and Humanities, Sopot*
- P01:28**      **Are metaphors helpful in understanding our experiences? Measuring metaphor usage and testing important theoretical assumptions**  
 Metaphors are thought to facilitate the understanding of concepts with no physical referents. The current studies attempted to support this oft-asserted claim by creating a measure of metaphor usage and using it to predict theoretically relevant outcomes.  
*Adam K. Fetterman, Knowledge Media Research Center*  
*Michael D. Robinson, North Dakota State University*
- P01:29**      **Looking up to virtuous others: Spontaneous upward shifts in gaze during moral elevation**  
 Consistent with an embodied metaphorical convergence between high vertical space and concepts of virtue, our study shows spontaneous upward gaze shifts when participants describe their emotional reactions to expressions of virtue as compared to expressions of skill.  
*Gabriela Pavarini, University of Cambridge*  
*Simone Schnall, University of Cambridge - Mary Helen Immordino-Yang, University of Southern California*
- P01:30**      **Social thermoregulation as social emotion regulation?**  
 We find that sad (versus neutral) facial expressions elicit higher skin temperatures in perceivers, but only when displayed by the romantic partner (versus strangers). Our finding provides preliminary support for a supportive interpersonal function of physical warmth in close relationships.  
*Fieke M. A. Wagemans, Tilburg University*  
*Hans IJzerman, Tilburg University*



# Poster Session 1

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- P01:31**      **Revenge tastes sweet: Social judgments based on an idiomatic metaphor**  
 Unlike most conceptual metaphors, idiomatic metaphors are actually used in everyday speech and discourse. In a series of experiments we found that individuals' social judgments of a harmful act were in line with the idiomatic metaphor "Revenge tastes sweet".  
*Jens H. Hellmann, University of Münster*  
*Deborah F. Hellmann, Criminological Research Institute of Lower Saxony - Gerald Echterhoff, University of Münster - Regina Jucks, Center for Teaching in Higher Education, University of Münster*
- P01:32**      **Hardiness mediates the effect of self-rumination and self-reflection on depression**  
 In the present study, 121 participants answered questionnaire and the data was analyzed by structural equation modeling. The result showed that self-rumination predicts increased depression, mediated by poor hardiness. Meanwhile, self-reflection predicted decreased depression, mediated by high level of hardiness.  
*Miho Nakajima, University of Tokyo*  
*Takashi Oguchi, Rikkyo University - Yoshihiko Tanno, University of Tokyo*
- P01:33**      **Mindfulness strategies for self-regulation: The role of meta-awareness and dereification**  
 This presentation discusses Buddhist approaches to the regulation of dysfunctional affective states and behaviors, and then focuses on the meta-awareness cultivated in mindfulness practice and the way it enhances an innate capacity for dereification as the central strategy for self-regulation.  
*John D. Dunne, Emory University*
- P01:34**      **The benefits of simply observing: Mindful attention reduces temptation**  
 Mindful attention refers to observing one's thoughts as mere mental events and is a major component of mindfulness. Here, three experiments show how this perspective can be used to reduce temptation in the domains of interpersonal attraction and healthy eating.  
*Esther K. Papies, Utrecht University*  
*Tila M. Pronk, VU University, Amsterdam - Mike Keesman, Utrecht University - Lawrence W. Barsalou, Emory University*
- P01:35**      **Can meditation hold the thought pump? A computational cognitive model of meditation**  
 To investigate the mechanisms underlying the effects of meditation on cognitive and emotional functioning, I developed a cognitive model of meditation practice. This model allowed me to simulate meditation practice on a computer, and infer effects on other cognitive tasks.  
*Marieke van Vugt, University of Groningen*
- P01:36**      **Actual-Ideal discrepancy is not always harmful for self-esteem: the moderating role of perceived control**  
 Actual-ideal discrepancy is not always harmful for self-esteem because an ideal-self can be activated as an evaluation standard or as a future-self goal. This activation is made possible by a perception of control over the future achievement of the ideal-self.  
*Cécile Nurra, Univ. Grenoble Alpes*  
*Daphna Oyserman, University of California - Pascal Pansu, Univ. Grenoble Alpes - Karine Dupond*



# Poster Session 1

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- P01:37**      **The influence of entitativity and stereotype content on intergroup apology: Two correlational studies**  
 We tested the influence of entitativity and stereotype content on intergroup apology and forgiveness in two correlational studies. We found that perceived outgroup warmth was associated with trust and forgiveness. An interaction effect between entitativity and competence was also revealed.  
*Christian Chan, The University of Hong Kong*  
*Arya Awale, The University of Hong Kong - Kristen Nga-Sze Tang, The University of Hong Kong - Tung Ting Natasha Kwok, University of Warwick - Deborah M. Ko, Chinese University of Hong Kong*
- P01:38**      **Escalation of commitment and cognitive dissonance: The role of biased information processing and negative affect**  
 Investigating whether biased information processing due to post-decisional dissonance encourages escalation of commitment, we find that biased sampling and weighting of preference-consistent and preference-inconsistent arguments might reflect attempts to decrease post-decisional dissonance and could foster escalation of commitment.  
*Hanna Fleig, University of Mannheim*  
*Michael Diehl, University of Mannheim*
- P01:39**      **A representative sampling approach to investigate evaluative information similarity with a spatial arrangement method**  
 In three experiments, we validate a new measure of conceptual similarity that is based on spatial proximity, and we show the higher similarity of positive (compared to negative) information with representatively sampled subjects and representatively sampled positive and negative concepts.  
*Alex Koch, University of Cologne*  
*Christian Unkelbach, University of Cologne - Hans Alves, University of Cologne*
- P01:40**      **Reasoning about others' reasoning: The bright side of the bias blind spot**  
 Three studies showed that participants who displayed the bias blind spot performed better in reasoning problems if they were asked to examine responses that were said to come from other people than when those responses were not attributed to others.  
*Mário Ferreira, University of Lisbon*  
*André Mata, University of Heidelberg - Klaus Fiedler, University of Heidelberg - Tiago Almeida, University of Lisbon, Faculty of Psychology*
- P01:41**      **Socially distributed memory: when collaborating leads to forgetting and when it does not**  
 Two experiments investigated the role of others as memory scaffolds. The first showed that when working in collaborative dyads, participants recall fewer partner words than baseline words. When participants don't trust their partners then the reverse pattern emerges (Experiment 2).  
*Tomás Palma, University of Lisbon*  
*Gün R. Semin - Utrecht University and Koç University - Margarida V. Garrido - CIS-ISCTE Lisbon University Institute and Utrecht University*



# Poster Session 1

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- P01:42**      **Implicit monitoring of stereotypic beliefs**  
 We explored the role of self-attribution of beliefs on contextual-priming, specifically of self-generation on misattribution. Primed stereotype-unrelated information had no effect unless it was misattributed as self-generated. But self-attribution may rely on other cues beyond self-generation per se.  
**Ana Sofia Santos, University of Lisbon**  
*Leonel Garcia-Marques - University of Lisbon - B. Keith Payne - University of North Carolina at Chapel Hill - Rui S. Costa - University of Lisbon*
- P01:43**      **Effects of goal-relevancy on judgments of typicality and truth**  
 We explored whether goal-relevancy of items influences its informative value and typicality. We used two classic attentional selection tasks (Go-NoGo and Directed Forgetting) and observed that goal-relevant items were subsequently considered more typical (Study 1) and more true (study 2).  
**Tânia Ramos, University of Lisbon**  
*Leonel Garcia-Marques - University of Lisbon - Ana Sofia Santos - University of Lisbon - Paula Carneiro - University of Lisbon,*
- P01:44**      **How anxiety and sentence context affect insult and compliment processing in an emotional Stroop task**  
 Colour-naming is slower for coloured-font insults than for compliments presented in a sentence context. Furthermore, anxious, but not non-anxious, participants are slower to respond to self-directed sentences than to other-directed sentences. Linguistic meaning thus affects attention allocation, even if task-irrelevant.  
**Hannah De Mulder, Utrecht University**  
*Marijn Struiksma, Uil OTS - Utrecht University - Jos van Berkum, Uil OTS - Utrecht University*
- P01:45**      **Mood and verbal communication: Negative affect facilitates language understanding**  
 Two experiments found that negative affect improved people's ability to identify linguistic ambiguity. Response latencies (Studies 1&2) and recall (Study2) confirmed that negative mood produced longer and more attentive responses, and processing latencies mediated mood effects on detecting linguistic ambiguity.  
**Diana Matovic, University of New South Wales**  
*Alex S. Koch, University of Cologne - Joseph P. Forgas, University of New South Wales*
- P01:46**      **Effects of optimism on creativity under approach and avoidance motivation**  
 Striving to avoid negative outcomes can be detrimental for creativity. Optimism eases anxiety, distraction, and disengagement – stressors playing a key role in undermining creativity under avoidance motivation. Optimism therefore reduces the negative effects of avoidance motivation on creativity.  
**Tamar Icekson, Ben-Gurion University of the Negev**  
*Marieke Roskes, Ben Gurion University of the Negev - Simon Moran, Ben Gurion, University of the Negev*
- P01:47**      **Threat broadens cognitive inclusiveness in threat-related domains**  
 A motivation account is proposed to reconcile the inconsistent findings regarding the role of threat in information processing. Results of two experiments showed threat leads to more (less) inclusive thinking about threat-related (threat-irrelevant) information, and avoidance motivation mediated this effect.  
**Yujie Cheng, University of Amsterdam**  
*Matthijs Baas, University of Amsterdam - Carsten K. W. De Dreu, University of Amsterdam*



# Poster Session 1

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- P01:48**      **Eye movements involved in accurate empathic judgments**  
 Empathic accuracy is the ability to correctly understand others' emotion and thoughts. We show that the eye movement strategies adopted to scan people while talking about emotional events have an influence on the accuracy of empathic judgments.  
*Dario Bombari, University of Neuchatel*  
*Kevin N. Ochsner, Columbia University*
- P01:49**      **Emotionally intelligent people confidently regulate dissimilar others' anger nearly as well as their own anger**  
 Participants rated their confidence in being able to regulate their own anger, similar other's anger, and dissimilar other's anger. Results show that self-other dissimilarity is a factor making interpersonal emotion regulation difficult and trait emotional intelligence moderates this difference.  
*Yuki Nozaki, Kyoto University - Japan Society for the Promotion of Science*  
*Masuo Koyasu, Graduate School of Education, Kyoto University*
- P01:50**      **Influence of level of mental construal on the mimicry of peripheral and central gestures**  
 We examined the influence of concrete or abstract thinking on the behavioral mimicry of context irrelevant, peripheral gestures versus context relevant, central gestures. Results suggest that the more abstract people think, the less they unconsciously imitate context-irrelevant gestures.  
*Janet Wessler, University of Salzburg*  
*Jochim Hansen, University of Salzburg*
- P01:51**      **Does moving together make others feel better? Perceptual and affective responses towards interpersonal synchrony**  
 We examined observers' reactions to others' synchronized social interactions. The degree of synchrony affected observers' affective evaluations, and the latter's valence depended on the setting's level of complexity. Synchrony was preferred over asynchrony in complex settings and vice versa.  
*Avihay Berlin, The Hebrew University of Jerusalem*  
*Sonia Roccas, The Open University of Israel*
- P01:52**      **Cognitive control of creativity**  
 Evidence shows that creative behavior emerges from interactions between dissociable processes that are under voluntary control. I will provide an overview of the neural/ neurochemical underpinnings of these subcomponents of creativity, and discuss strategies of how they can be enhanced.  
*Bernhard Hommel, Leiden University*  
*Lorenza Colzato, Leiden University*
- P01:53**      **The neuroscience of creativity**  
 Neuroimaging techniques such as functional magnetic resonance imaging (fMRI) or the analysis of task-related changes of alpha activity in the electroencephalogram (EEG) have yielded some promising insights into potential brain correlates underlying different facets of creativity.  
*Andreas Fink, University of Graz*  
*Mathias Benedek, University of Graz*





# Poster Session 1

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- P01:54**      **Creative cognition emerges from the dynamic interplay between semantic and cognitive control brain networks**  
Neuroscientific investigations of diverse creative operations have revealed that the brain mechanisms underlying the processes of conceptual expansion versus overcoming knowledge constraints when trying to be creative implicate diverging roles played by fronto-parieto-temporal semantic and fronto-striatal cognitive control networks.  
*Anna Abraham, Kuwait University*
- P01:55**      **A neuro-imaging study of apparent behaviour: Predicting behaviour of non-human agents**  
We revisit the classic Heider & Simmel (1944) paradigm. Participants tell a story about non-random motion of agents, then predict their behaviour in a novel context. Distinct and overlapping brain systems differentiate humanness in agents, and predict the agents' performance.  
*Lasana Harris, Duke University*  
*Beatrice Capestany, Duke University*
- P01:56**      **Effectance motivation: How to affect humanity perceptions of robots and humans**  
Effectance motivation increases anthropomorphism. We manipulated participants' anticipation of an interaction with a Turk who behaved either predictable or not. Subsequently, we assessed dehumanisation. We find that similar motivational processes underlie judgments of anthropomorphism and dehumanisation.  
*Friederike Eyssel, University of Bielefeld*  
*Dieta Kuchenbrandt, CITEC, University of Bielefeld - Birte Schiffhauer, CITEC, University of Bielefeld - Fabio Fasoli, University of Padova*
- P01:57**      **When and how witnessing social interactions can make you feel eerie**  
We use dyadic social interactions to address the role of mind attributions on feelings of eeriness towards anthropomorphised robots. Through a series of correlational, experimental and neuroscientific studies, we demonstrate mind attributions to robots may not cause unusual emotional consequences.  
*Susanne Quadflieg, New York University, Abu Dhabi*  
*Yin Wang, New York University, Abu Dhabi - Nikolaos Mavridis, New York University, Abu Dhabi*  
*Israr Ul-Haq, New York University, Abu Dhabi*
- P01:58**      **The relations between use of costly punishment, rejection of unfair offers, and trait aggression**  
Rejection of unfair offers is an indirect form of costly punishment that, although related to direct costly punishment, may have partly different determinants. In particular, trait aggression seems to play a larger role for direct than indirect punishment.  
*Kimmo Eriksson, Mälardalen University*  
*Torun Lindholm, Stockholm University - Rickard Sjöberg, Umeå University*
- P01:59**      **Aggressive responses to social exclusion: The role of MAOA genotype and emotional processing**  
Variations in emotional information processing has been suggested as an explanation of gene-environment interactions on aggression. In this study, we show that the ability to habituate to emotional stimuli may rather moderate such interactions.  
*Torun Lindholm, Stockholm University*  
*Rickard Sjöberg, Umeå University - Mats Najström, Stockholm University*



# Poster Session 1

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- P01:60**      **Relation between an oxytocin receptor gene variant, face recognition and amygdala activation**  
 Oxytocin is essential for social recognition in mice, by actions on oxytocin receptors in medial amygdala. This study provide support for the notion that oxytocin may regulate social recognition in humans using similar neural mechanisms as previously described in rodents.  
**Håkan Fischer, Stockholm University**  
*A. Zettergren, University of Gothenburg - Johanna Lovén, Karolinska Institute - J. Svärd, Stockholm University - J. Milding, University of Gothenburg - D. Johansson, University of Gothenburg - N.C. Ebner, University of Florida - L. Westberg*
- P01:61**      **Others as means to a safe end: Vicarious extinction blocks the return of learned fear**  
 We studied the effects of vicarious extinction learning on the recovery of conditioned fear. Results confirm that vicarious and direct emotional learning share important characteristics, but that social safety information promotes superior down-regulation of learned fear.  
**Armita Golkar, Karolinska Institute**  
*Ida Selbing, Karolinska Institute - Oskar Flygare, Karolinska Institute - Arne Öhman, Karolinska Institute - Andreas Olsson, Karolinska Institute*
- P01:62**      **Women's self-esteem after knowing about sexual assaults: the influence of victim-perpetrator relationship**  
 Research shows that knowing about sexual aggression impairs women's self-esteem. This effect may be dependent on the relationship between victim and perpetrator. The present study aimed to evaluate the impact of hypothetical newspaper articles about sexual aggression in women's self-esteem.  
**Mercedes Durán, University of Seville**  
*Jesús L. Megías, University of Granada - Miguel Moya, University of Granada*
- P01:63**      **Effects of playing video games in a team on cooperative behavior and empathy**  
 Three studies revealed that playing video games cooperatively in a team increases cooperative behavior toward a new partner a decision dilemma task and fosters empathic concern toward others in need of help.  
**Tobias Greitemeyer, University of Innsbruck**
- P01:64**      **Seeking revenge or seeking repair: Manipulating focus determines responses in reciprocal intergroup conflict**  
 A field-experiment in Liberia found that participants who were led to focus on their in-group as victims preferred revenge rather than repair. In contrast, participants who were led to focus on their in-group as perpetrators preferred repair to revenge.  
**Nicolay Gausel, University College Østfold**  
*Colin Wayne Leach, University of Connecticut - Agostino Mazziotta, FernUniversität in Hagen - Friederike Feuchte, University of Rostock*
- P01:65**      **Bitter taste causes aggression**  
 Two experiments tested the novel hypothesis that bitter taste increases aggression. The experiments confirmed that a bitter stimulus evokes hypothetical and actual aggressive behavior, respectively. Further, this effect occurred when participants were previously provoked but also when no provocation preceded.  
**Christina Sagioglou, University of Innsbruck**  
*Tobias Greitemeyer, University of Innsbruck*





# Poster Session 1

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13:00 - 14:00 - Atrium

- P01:66**      **Psycho-social correlates of forgiving a violent partner. A socio-cognitive model**  
 A study with 200 female victims was conducted in Italy to investigate the relationship between violence and forgiveness over wellbeing. Forgiving the abusive partner is a cognitive mechanism reducing the overall wellbeing if the victim stays in the violence relationship.  
**Anna Costanza Baldry, Department of Psychology**  
*Camillo Regalia, University Cattolica, Milan - Vincenza Cinquegrana, Second University of Naples*
- P01:67**      **I love you but I cyberbully you**  
 Mobile phones and the Internet are widely extended among youth. This study analyses the prevalence, gender differences, and predicting factors of cyberbullying of youth, through these media, in the context of their romantic relationships.  
**Roberto Martinez-Pecino, Universidad de Sevilla**  
*Mercedes Durán, University of Sevilla*
- P01:68**      **Aggression in adolescents: Beliefs supporting of violence moderate perceived intention**  
 One study shows that females can exhibit similar levels of aggression than males but using different strategies. Aggressive responses in females are more complex than in males and based on beliefs about violence. Men based their responses on perceived intention.  
**Roberto Gutierrez, University of Hertfordshire**  
*Amanda K. Ludlow, University of Hertfordshire*
- P01:69**      **Need for Power Drives Bullying Behaviours in Narcissists**  
 Does narcissism predict bullying in school children and why? Narcissism positively predicted bullying due to an increased need for power. Future interventions could be targeted toward narcissistic children, and tailored to address alternative ways to fulfil their need for power.  
**Claire Hart, University of Southampton**  
*Erica Hepper, University of Surrey - Cora Sargeant, University of Southampton*
- P01:70**      **Justice sensitivity predicts aggression in children and adolescents long term**  
 T1 victim justice sensitivity predicted forms and functions of and parent-rated aggression at t2 in 1500 German children and adolescents over a 2-year period. Observer and perpetrator justice sensitivity added to some of these effects, but rejection sensitivity did not.  
**Rebecca Bondü, University Potsdam**  
*Barbara Krahé, University Potsdam*
- P01:71**      **Competitiveness and interpersonal deviance in organizations: Bonuses as the match that lights the fire**  
 Individual bonuses do not only have an effect on motivation and task performance, but also on the interpersonal behavior of individuals in organizations. Our research shows that bonuses lead to more interpersonal deviance, especially if individual competitiveness is high.  
**Daniel Glaeser, University of Hamburg**  
*Niels Van Quaquebeke, Kuehne Logistics University, Hamburg - Suzanne van Gils, Maastricht University*



# Poster Session 1

Wednesday July 9

13:00 - 14:00 - Atrium

- P01:72 Youth's social representations about terrorism and terrorists**  
The results of empirical research of structure and the content of social representations about terrorism and the suicide bombers are outlined. The assumption of a determining role of prejudice in formation of social ideas about terrorist is made.  
**Alena Folomeeva**
- P01:73 Perceived discrimination and well-being in Romanian immigrants**  
In this study, carried out with Romanian immigrants (N = 202), the aim was to test the extent to which discrimination in the workplace, health and legal contexts is linked to an important aspect of psychological well-being: self-acceptance.  
**Itziar Fernandez, National University of Distance Education (UNED)**  
*Prado Silván-Ferrero, National University of Distance Education (UNED) - Fernando Molero, National University of Distance Education (UNED) - Elena Gaviria, National University of Distance Education (UNED) - Cristina García-Ael, National University of Distance Education (UNED)*
- P01:74 The influence of music selection on judging rhythmic gymnastics**  
In two studies, we investigate if mood-congruency effects exist in the domain of judging rhythmic gymnastics. The results support our assumption that the judgment of sport performance can be influenced systematically via mood effects by music that accompanies performance presentation.  
**Henning Plessner, University of Heidelberg**  
*Katharina Fischer, University of Heidelberg - Kristin Föller, University of Heidelberg*
- P01:75 Experiencing a conversation with a foreign-language speaker reduces discrimination of nonstandard speakers**  
We design an intervention against discrimination of nonstandard-accented speakers. Three experiments show how a conversation with a foreign-language speaker affects the perception of nonstandard speakers. Crucially for demand effect, participants did not perceive the conversation as part of the experiment.  
**Karolina Hansen, University of Warsaw**  
*Tamara Rakić, Lancaster University - Melanie C. Steffens, University of Koblenz-Landau*
- P01:76 Development and validation of a questionnaire to measure bicycle commuting intention**  
This study aims to develop a new questionnaire designed to study the motivational factors leading to bicycle commuting. The overall measurement model showed a satisfactory fit and all sub-scales showed high reliability and validity coefficients.  
**David Lois, Universidad Nacional de Educación a Distancia (UNED)**  
*Juan Antonio Moriano, Universidad Nacional de Educación a Distancia (UNED) - Gianni Rondinella, TRANSyT - Transport Research Centre, Universidad Politécnica de Madrid (UPM)*
- P01:77 The moderating effect of construal level in action-inaction activity priming in snacking behavior**  
62 participants primed in an abstract/concrete mindset, observed action or inaction pictures and tasted a snack. Exposure to action increased the number of snacks ate in the abstract condition. Discussion is about Construal Level and applications for healthy behavior.  
**Dolores Munoz Caceres, Universidad Autónoma de Madrid**  
*Pilar Carrera, Universidad Autónoma de Madrid - Amparo Caballero, Universidad Autónoma de Madrid - Iciar Fernandez, Universidad Nacional de Educación a Distancia*



# Poster Session 1

Wednesday July 9

13:00 - 14:00 - Atrium

- P01:78**      **Impact of outgroup language exposure, vitality, and identification on outgroup attitudes**  
To determine the impact of language contact, participants viewed Spanish or English language advertisements/signs. Exposure to Spanish resulted in greater economic/institutional vitality and more positive outgroup attitudes. For low identifiers, greater perceived cultural vitality related to more negative attitudes.  
*Heather Stopp, Claremont Graduate University*  
*Michael A. Hogg, Claremont Graduate University*
- P01:79**      **Recruiting non-traditional students: How diversity cues on university web sites affect prospective students' enrollment decisions**  
To investigate whether diversity cues on university's Web sites affect enrollment decisions, we examined cross-sectional data confirming that diversity-related information had a significant and positive relationship to anticipated person-organization fit which was positively related to enrollment decisions in a follow-up.  
*Toni Alexander Ihme, FernUniversität in Hagen*  
*Katharina Stößel, FernUniversität in Hagen- Maria-Luisa Barbarino, FernUniversität in Hagen*  
*Björn Fisseler, FernUniversität in Hagen- Stefan Stürmer, FernUniversität in Hagen*
- P01:80**      **The interdependence of intra and intergroup dynamics within a community contact intervention in Northern Ireland.**  
Thematic analysis of 20 group interviews illustrates how positive intragroup processes in single-identity community groups in Northern Ireland can lead to positive intergroup contact. Positive contact is contingent upon shared identity within the group and subsequent inclusion of the outgroup.  
*Clifford Stevenson, Queens University Belfast*
- P01:81**      **A response to the call for action research: Using social psychological knowledge in diversity trainings**  
There are barriers for the use of scientific knowledge in practice. Adopting a participatory approach a study was conducted with diversity trainers (N = 170) to analyze attitudes towards cooperation with science and status quo concerning diversity trainings.  
*Anette Rohmann, University of Hagen*  
*Agostino Mazziotta, University of Hagen - Verena Piper*
- P01:82**      **Cognitive aftermath of the Fukushima nuclear disaster. Can reading Wikipedia articles increase individual hindsight bias?**  
We investigated whether reading Wikipedia articles about the nuclear disaster in Fukushima increased perceptions of inevitability and foreseeability regarding that event in a cross-cultural sample. An increase was found if the article provided an explanation of the disaster.  
*Ina von der Beck, Knowledge Media Research Center*  
*Aileen Oeberst, Knowledge Media Research Center - Steffen Nestler, University of Münster*
- P01:83**      **"Thinking you're old and frail": A qualitative study of identifying as frail**  
This qualitative study explored older people's identity development and experience in relation to their understanding of frailty. Self-identifying as "frail" was felt strongly by participants to be related to their health and social engagement.  
*Krystal Warmoth, University of Exeter Medical School*  
*Mark Tarrant, University of Exeter Medical School - Iain Lang, University of Exeter Medical School - Charles Abrham, University of Exeter Medical School*



# Poster Session 1

Wednesday July 9

13:00 - 14:00 - Atrium

- P01:84**      **The role of emotions and harasser-victim relationship in perceptions of online sexual harassment**  
 The current study examined differences in classification of online sexual harassment and how that was affected by the emotions experienced by participants reading two sexually harassing emails sent from either the victim's friend or the victim's work colleague.  
**Afroditi Pina, University of Kent**  
*Jade Sharma-Sacristan University of Kent*
- P01:85**      **Predicting adolescent prescription opioid and stimulant misuse**  
 Analyses of data from the U.S. National Survey on Drug Use and Health revealed differences on risk variables associated with adolescent prescription drug misuse. Results highlight the importance of differentiating the underlying motivations associated with prescription stimulant and opioid misuse.  
**Candice Donaldson, Claremont Graduate University**
- P01:86**      **Is insight good? Findings from a study among mentally ill offenders with substance use problems.**  
 Insight of violence is thought of as decreasing risk of violence. Our finding that insight into alcohol or psychiatric problems among mentally ill offenders with substance misuse related to other problems, whereas lacking insight related to recidivism, problematize this view.  
**Charlotte Alm, Stockholm University**  
*Clara Hellner Gumpert, Department of Clinical Neuroscience, Center for Psychiatric Research, Karolinska Institutet. - Natalie Durbeej, Department of Clinical Neuroscience, Center for Psychiatric Research, Karolinska Institutet. - Åsa Eriksson, Department of Clinical Neuroscience, Division of Psychology, Karolinska Institutet. - Tom Palmstierna, Department of Clinical Neuroscience, Center for Psychiatric Research, Karolinska Institutet, and Forensic Department and Research Centre Brøset, Norwegian University of Science & Technology. - Marianne Kristiansson, Department of Clinical Neuroscience, Center for Psychiatric Research, Karolinska Institutet, and National Board of Forensic Medicine. - Anne H. Berman, Department of Clinical Neuroscience, Center for Psychiatric Research, Karolinska Institutet, and Stockholm Center for Dependency Disorders, Stockholm County Council.*
- P01:87**      **The effect of food preparation on liking and consumption**  
 This experiment shows that the mere act of preparing food increases liking and consumption. We refer to this phenomenon as the "I cooked it myself" effect. The results suggest that food preparation could facilitate the overconsumption of high-calorie foods.  
**Simone Dohle, ETH Zurich**  
*Sina Rall, ETH Zurich - Michael Siegrist, ETH Zurich*
- P01:88**      **The role of family support and peer support in adolescents' psychological adjustment to migration stress**  
 Our study examined the role of family support and peer support in adolescents' psychological adjustment to migration stress. Family support was found have a direct link with subjective well-being, whereas peer support was showed to be a migration stress-buffer.  
**Jodie Yik-Man Lui, University of Hong Kong**  
*Cecilia Cheng, University of Hong Kong*



# Poster Session 1

Wednesday July 9

13:00 - 14:00 - Atrium

- P01:89**      **One for all: Observed disrespect in political debates decreases trust in politicians**  
In a vignette and a field study, we showed that observed disrespectful behavior of a politician decreases communion ratings of politicians in general and in consequence reduces trust in politicians. This effect is conditional upon prototypicality of the observed politician.  
*Christina Moelders, University of Hamburg*  
*Niels Van Quaquebeke, Kuehne Logistics University, Hamburg*
- P01:90**      **A critical test of different interventions against escalation of commitment**  
Are previously used interventions against Escalation of commitment differential in their effects on reinvestments in failing and successful projects? Results indicate that both examined interventions indiscriminately reduced the willingness to reinvest.  
*Christoph Ehrling, University of Göttingen*  
*Thomas Schultze, University of Göttingen - Stefan Schulz-Hardt, University of Göttingen*
- P01:91**      **Beyond (f)utility: The relation between self-esteem and the desire to seek advantages in trade**  
We propose that in addition to evaluations of consuming a certain good, the act of trading it is evaluated in terms of comparative advantages. Experimental data suggests that the desire to seek advantages is linked to the regulation of self-esteem.  
*Michael Zürn, University of Würzburg*  
*Fritz Strack, University of Würzburg*
- P01:92**      **Can counter-stereotype training help de-bias jury decision making?**  
Counter-stereotypes have been associated with eliciting a heuristic switching mindset. Within the domain of jury decision making, which is prone to heuristic processing, we found evidence that counter-stereotype training de-biased person perception and evidence recall.  
*Carla Chivers, University of Sheffield*  
*Richard Crisp, University of Sheffield*
- P01:93**      **Mobilisation and performance of group members: Experimental effects of social identity content**  
Two experiments converged in demonstrating that the meaning of group memberships affects mobilisation towards and performance in tasks, and that effective leaders may be those who are able to intertwine their vision with the content of their followers' social identities.  
*Pete Coffee, University of Stirling*  
*Andrew Evans, Nottingham Trent University - Matthew Slater, Staffordshire University - Jamie Barker, Staffordshire University*
- P01:94**      **Believing in 'us': Leaders' capacity to enhance confidence and performance by strengthening players' team identification**  
An experimental study showed that athlete leaders have the capacity to shape team confidence among team members (in both positive and negative ways) and affect their performance, by strengthening team members' sense of working together as a united team.  
*Katrien Fransen, KU Leuven, Belgium*  
*Alex Haslam, The University of Queensland - Nik K. Steffens, The University of Queensland - Norbert Vanbeselaere, KU Leuven - Bert De Cuyper, KU Leuven - Filip Boen, KU Leuven*



# Poster Session 1

Wednesday July 9

13:00 - 14:00 - Atrium

- P01:95**      **Prototypes in sport teams: Qualitative structure and relation to team- and self-characteristics**  
 Given that social identity is important for performance in sport, two studies examine the structure of group prototypes and their relation to team characteristics and self-descriptions. Both studies showed that prototypical categories are related to team identification and performance.  
*Jens Kleinert, German Sport University Cologne*  
*Christian Zepp, German Sport University Cologne*
- P01:96**      **Social identity, group memberships, and performance in sport**  
 Although insights from the social identity approach have been largely ignored by the sport psychology literature, across a series of studies we have demonstrated the power of identity processes and group membership in driving performance and persistence in sporting tasks.  
*Tim Rees, University of Exeter*  
*Alex Haslam, University of Queensland - Jessica Salvatore, Sweet Briar College - Pete Coffee, University of Stirling - Jodie Green, University of Exeter - Kim Peters, University of Queensland*
- P01:97**      **Targeting the personal and social self: Year-round effectiveness of interventions to promote physical activity**  
 This study evaluated the year-round effectiveness of three identity-based physical activity interventions among older adults, either targeting their personal identity, their social identity, or both. These interventions proved to be equally effective in promoting physical activity in the long run.  
*Filip Boen, KU Leuven*  
*Ann-Sophie Van Hoecke, KU Leuven, - Norbert Vanbeselaere, KU Leuven*
- P01:98**      **Organizational identity as a psychological anchor: Experimental test of organizational identity, job satisfaction and turnover.**  
 There is increasing pressure on organizations to optimise their output (e.g. reduce turnover). We show how organizational identity acts as a psychological anchor by presenting experimental evidence that organizational identity mediates the relationship between job satisfaction and turnover intention.  
*Abigail Player, University of Kent*  
*Georgina Randsley de Moura, University of Kent - Dominic Abrams, University of Kent*
- P01:99**      **Sustainability change agents: Are their values a driving force or a hindering barrier to change?**  
 The work of Sustainability Change Agents is ignited by their values. However, sustainability values can have paradoxical and sometimes negative effects. Values can pull people together and/or push them apart - they can also reinvigorate SCAs and/or deplete their energy.  
*Inmaculada Adarves-Yorno, Exeter University*  
*Michelle Mahdon*
- P01:100**      **Cycling facilities: knowledge, acceptability and risk perception by cyclists and other road users**  
 We conducted two studies to measure acceptability of and risk perception in different cycling facilities by cyclists and other road users. Results show effects of mobility experience and attitudes, as well as contextualisation and point of view.  
*Nadine Chaurand, Ifsttar*  
*Françoise Paran, Ifsttar*





# Poster Session 1

Wednesday July 9

13:00 - 14:00 - Atrium

- P01:101**      **Mere possession without consumption and its related psychological illusion**  
 In a series of studies (survey, quasi experiment, experiment), we consistently demonstrated that mere possession of an object can lead to an instantaneous increase in the perceived benefit obtained from the object.  
**Victoria Yeung, Lingnan University**  
*Stephen Loughnan, University of Melbourne - Yoshihisa Kashima, University of Melbourne*  
*Vivian Miu Chi Lun, Lingnan University - Koji Tsuchiya, Nanzan University*
- P01:102**      **Are there collateral costs to fundraising?**  
 Our field experiment tracks a non-profit's fundraising drive among its volunteers, who reduce their hours after being called. The drop-off is strongest among non-donors – these “collateral costs” are evidence that fundraising can lower demand for prosocial giving overall.  
**Mike Yeomans, University of Chicago**  
*Omar Al-Ubaydli, George Mason University*
- P01:103**      **Hindsight bias 2.0 — Biased representations of events in Wikipedia**  
 The hindsight bias refers to a systematically distorted perception of events once they have occurred. Repeatedly documented for individuals, the current study investigates whether it is present in collaboratively written representations of events such as in the online encyclopedia Wikipedia.  
**Aileen Oeberst, Knowledge Media Research Center**  
*Ina von der Beck, Knowledge Media Research Center - Steffen Nestler, University of Münster*
- P01:104**      **Testing abstraction level in ideal and actual attitudes**  
 Building on Construal Level Theory Study 1 supported desired attitudes were seen as more stable across time and situations than actual attitudes. Study 2 showed desired attitudes are not impacted by changes in feasibility, whereas actual attitudes are.  
**Pilar Carrera, Universidad Autónoma de Madrid**  
*Amparo Caballero, Universidad Autónoma de Madrid - Itziar Fernández, Universidad Nacional de Educación a Distancia - Dolores Muñoz, Universidad Autónoma de Madrid - Marta González-Iraizoz, Universidad Autónoma de Madrid - Kenneth G. DeMarree, University at Buffalo, State University of New York*
- P01:105**      **Sequences of attitude formation**  
 We use sequential methods to map how participants search for information on a new topic and identify salient structural features of the attitude formation system.  
**Andrey Barsky, University of Nottingham**  
*David D. Clarke, University of Nottingham*
- P01:106**      **The impact of the ability to achieve closure on attitude formation**  
 In two experimental studies, we manipulated perceived ability to achieve cognitive closure (AAC) using bogus feedback. Results showed that people's AAC can be circumstantially influenced, and that higher levels of AAC lead to the formation of more closed attitudes.  
**Charlotte Koot, Leiden University**  
*Emma ter Mors, Leiden University - Naomi Ellemers, Leiden University*
- P01:107**      **Attitudinal model of consumer loyalty**  
 Research examined consumer loyalty in groups of car owners, mobile phone users and mobile network subscribers (N=201). Structural equation modeling was performed to develop a new model of consumer loyalty based on the concept of attitudes as object-evaluation associations.  
**Fedor Vinokurov, Moscow State University**



# Poster Session 1

Wednesday July 9

13:00 - 14:00 - Atrium

- P01:108**      **Predicting benevolent and hostile sexist behavior by implicit and explicit sexist beliefs**  
The present research tests whether implicit and explicit benevolent sexist beliefs can predict benevolent sexist behavior better than hostile sexist behaviors and whether implicit and explicit hostile sexist beliefs can predict hostile sexist behavior better than benevolent sexist behavior.  
*Stephanie Hellen de Oliveira Laux, Osnabrück University*  
*Inna Ksenofontov, Philipps-University Marburg - Julia Becker, Osnabrück University*
- P01:109**      **Longitudinal effects of intergroup contact on explicit and implicit prejudice among majority and minority members**  
We conducted a longitudinal field study among high-school majority and minority students. Results showed that T1 quantity of contact improved T4 outgroup stereotypes (almost three years later) via reduced anxiety - T1 quantity × quality of contact reduced T4 implicit prejudice.  
*Dino Giovannini, University of Modena and Reggio Emilia*  
*Loris Vezzali, University of Modena and Reggio Emilia - Dora Capozza, University of Padova - Elena Trifiletti, University of Verona - Laura De Zorzi Poggioli*
- P01:110**      **Extinction in evaluative conditioning: effects of feature-specific attention allocation.**  
Extinction in evaluative conditioning occurs when participants assign attention to features of the CS during extinction but not when they attend to an evaluative relevant perceptual feature or evaluative features of the CS.  
*Jolien Vanaelst, Ghent University*  
*Adriaan Spruyt, Ghent University - Jan De Houwer, Ghent University*
- P01:111**      **The effects of pathogen cues on intergroup bias in a minimal group paradigm**  
Research suggests exposure to pathogens increases intergroup bias. We investigate this effect in minimally defined groups. Results show no effect of pathogen primes on bias between these groups, rather richer social contextual cues may be needed for pathogen-avoidance based bias.  
*Jane Rebecca Conway, VU University Amsterdam*  
*Sophia E. Pratt, VU University Amsterdam - Leah Jordano-Kudalis, VU University Amsterdam*  
*Chantal E.E. van Anel, VU University Amsterdam - Joshua M. Tybur, VU University Amsterdam*
- P01:112**      **Ethical attitude toward ethnic humor**  
I will introduce a new measure for studying people's ethical attitude toward ethnic humor (EATEH) and discuss empirical results from association of several psycho-social variables to EATEH and also propose a model that illustrate influential factors on EATEH.  
*Haghigh Ebad Fardzadeh, University of Freiburg*
- P01:113**      **Socialization in democracy: Social trust and participation in civil society: A three-wave analysis among adolescents**  
This study analyses how participation in associations and social trust are intertwined using latent growth curve modeling and three-wave data among adolescents. We find that type of association matters, as well as some evidence for the socialization perspective.  
*Ellen Quintelier, KU Leuven*
- P01:114**      **Life attitudes and values of people raised in traditional and nontraditional families**  
The study shows that people raised in traditional and nontraditional families do not differ much in their life attitudes and endorsed values, and are equally satisfied with family life, but nontraditional families are evaluated as more balanced.  
*Joanna Roszak, University of Social Sciences and Humanities, Warsaw*



# Scientific Programme

Wednesday July 9

13:20 - 16:10

## Round table discussion

How Can European funds work for social psychologists?

**Convenor: Manuela Barreto, University of Exeter**

*Panel members: Thomas L. Webb, University of Sheffield - Catherine Haslam, University of Queensland - Thomas Morton, University of Exeter - Joanne R Smith, University of Exeter - Laurent Licata, Université libre de Bruxelles - Sabine Sczesny, University of Bern - Lisa von Stockhausen, University of Duisburg-Essen*

13:20 - 14:20 - Aula



S15

## Milgram at 50: New data, new Insights, new perspectives

This symposium takes a fresh look at Milgram's work and shows that received understandings of it are almost certainly wrong. Reexamination of his studies, together with new research evidence, provides support for radically different explanations of the phenomena he addressed.

**Alex Haslam, University of Queensland**

*Steve Reicher, University of St. Andrews*

S15:01

### "Happy to have been of service": Box 44 and the engaged followership of Milgram's 'participants'

Post-experimental reports in the Yale archive support an engaged followership explanation of Milgram's findings in which willingness to perform unpleasant tasks is contingent upon identification with a leader's goals, that are made to seem virtuous rather than vicious

**S. Alexander Haslam, University of Queensland**

14:30 - Aula

S15:02

### Evidence that identification with science increases obedience in an experimental analogue of the Milgram paradigm

In two studies, we challenge the argument that people blindly follow the orders of their superiors and demonstrate that the willingness to engage in a noxious task is contingent on people's belief that their actions benefit the greater good.

**Megan Birney, Universities of Exeter - University of St Andrews**

14:50 - Aula

S15:03

### Discourse and defiance: Applying discursive and rhetorical psychologies to Stanley Milgram's 'obedience' experiments.

A secondary analysis of audio recordings from Milgram's 'obedience' experiments is presented. Analysis focuses upon participants' invocations of knowledge in their attempts to defy the experimenter. Findings are interpreted in relation to recent debates on the meaning of Milgram's research.

**Stephen Gibson, York St John University**

15:10 - Aula

S15:04

### Stanley Milgram's use of performance and documentary film in the obedience studies

This presentation traces the evolution of Milgram's experimental script for his OTA studies, and the script's adaptation into the film Obedience. It explores the relationship between social psychology and performance – live and recorded.

**Kathryn Millard, Macquarie University**

15:30 - Aula

# Scientific Programme

Wednesday July 9

14:30 - 16:10

S15:05

## 'It's not about obedience': The wider significance of Milgram's Yale studies for social psychology

Milgram's 'obedience' studies investigate how people orient between multiple sources of influence. This provides a paradigm for investigating the general nature of social understanding and I analyse how decisions are a function of epistemic authority and epistemic isolation.

**Stephen Reicher, University of St Andrews**

15:50 - Aula



S16

## How physical dimensions relate to power: Theoretical perspectives, and behavioral and perceptual findings

We present the latest findings on how power impacts the perception of physical dimensions, and how physical dimensions impact power related behaviors. We give a theoretical framework to make sense of the findings.

**Maarten W. Bos, Disney Research**

*Andy Yap, Massachusetts Institute of Technology*

S16:01

## The ergonomics of dishonesty: The effect of incidental posture on stealing, cheating, and traffic violations

Four studies found that individuals who engaged in expansive postures were more likely to steal money, cheat on a test, and commit traffic violations. Results suggested that participants' sense of power mediated the link between postural expansiveness and dishonesty.

**Andy J. Yap, Massachusetts Institute of Technology**

*Abbie S. Wazlawek, Columbia University - Brian J. Lucas, Northwestern University*

*Amy J. C. Cuddy, Harvard University - Dana R. Carney, University of California, Berkeley*

14:30 - VOC zaal

S16:02

## iPosture: The size of electronic consumer devices affects our behavior

Interacting with electronic devices influences body posture. Body posture in turn influences power-related behaviors like assertiveness. The effect of an electronic device on assertiveness is dependent on the size of the device. Bigger devices lead to more assertiveness.

**Maarten W. Bos, Disney Research**

*Amy J.C. Cuddy, Harvard University*

14:50 - VOC zaal

S16:03

## The influence of social power on weight perception

Three studies explored whether social power affects the perception of weight of objects. Results indicated that the powerless consistently perceived the objects as heavier than the powerful regardless of the type of power activated (trait or state).

**Simone Schnall, University of Cambridge**

*Eun Hee Lee, University of Cambridge*

15:10 - VOC zaal

# Scientific Programme

Wednesday July 9

14:30 - 16:10

Wednesday July 9

- S16:04**      **Vulnerable and vigilant: Powerless posture increases threat detection accuracy**  
 Feeling powerless leads to increased accuracy in the detection of threatening emotions. Individuals adopting a constricted, powerless pose outperform those adopting an expansive, powerful pose on an emotion recognition task - specifically in the accurate classification of angry and contemptuous faces.  
*Leanne ten Brinke, Haas School of Business at UC Berkeley*  
*Lucia Guillory, Stanford University - Deborah Gruenfeld, Stanford University - Dana R. Carney, University of California, Berkeley*  
 15:30 - VOC zaal
- S16:05**      **Bodies in context: Power poses as a computation of action possibility**  
 Recent research proposes direct, context-free effects of physical positions on psychological experiences of power ("power poses"). Instead I discuss the fundamental role of context and provide evidence that physical position is one input into the computation of action possibility.  
*Joseph Cesario, Michigan State University*  
 15:50 - VOC zaal
- ✕ **S17**      **Linking self and group: Cognitive routes to self-group overlap as driving forces of group phenomena**  
 Group affiliation implies that there is overlap in the mental representations of self and group. Combining research on social cognition and group processes, this symposium brings together various perspectives on self-group overlap and its consequences for intra- and intergroup phenomena.  
*Ruth van Veelen, University of Twente*  
*Sabine Otten, University of Groningen*
- S17:01**      **Social projection in the inductive reasoning model**  
 We introduce the Inductive Reasoning Model as a framework for the integrated study of self-enhancement, ingroup favoritism, and other social-perceptual phenomena. The model generates point-specific predictions for each perceiver and it illuminates mutual constraints among the phenomena of interest.  
*Joachim Krueger, Department of Psychology, Brown University*  
*David Freestone, NYU Center for Neuroeconomics - Patrick Heck, Brown University*  
 14:30 - Doelenzaal
- S17:02**      **When I becomes we: Associative self-anchoring drives implicit intergroup bias in minimal groups**  
 In line with the egocentric perspective, two studies (N=265) demonstrate that the interplay of implicit personal self-esteem and group identification (i.e. associative self-anchoring) relates to implicit intergroup bias when the categorization procedure made self-stereotyping unlikely.  
*Jenny Roth, Technische Universität Dresden*  
*Melanie C. Steffens, Universität Koblenz Landau*  
 14:50 - Doelenzaal

# Scientific Programme

Wednesday July 9

14:30 - 16:10

- S17:03 **Preference for self-anchoring versus self-stereotyping depends on whether the ingroup is psychologically meaningful**  
After receiving information on unfamiliar dimensions, greater generalization from ingroup to self than from self to ingroup was found for psychologically meaningful groups (sorority, left-handed people, psychology students, Zodiac believers) as opposed to non-meaningful groups (right-handed people and Zodiac non-believers).

**Mara Cadinu, University of Padova**

*Andrea Carnaghi, University of Trieste*

15:10 - Doelenzaal

- S17:04 **Group context matters: its moderating effect on the relationship between self-anchoring, self-stereotyping and social identification**  
There are two cognitive routes to identify with a group: self-stereotyping and self-anchoring. The group-context factors time and group clarity moderate the relationship between the two routes and social identification.

**Ruth van Veelen, University of Twente**

*Sabine Otten, University of Groningen - Nina Hansen, University of Groningen*

15:30 - Doelenzaal

- S17:05 **Cognitive changes in new social identities over time: A longitudinal investigation among international students**  
This longitudinal study investigates the stages through which international students come to integrate their identities. Hierarchical linear modeling revealed that while need satisfaction predicted increased projection (anticipatory categorization) and identity integration, discrimination predicted increased identity fragmentation (compartmentalization) and predominance (categorization).

**Catherine Amiot, Université du Québec à Montréal**

*Andrew G. Ryder, Concordia University - Biru Zhou, Concordia University - Marina Doucerain, Concordia University*

15:50 - Doelenzaal



- T11 **Linking motives and self-processes**

- T11:01 **Detour to arrive: When distancing is a means to approach desired end-states**  
Usually, approaching desired end-states entails decreasing distance between oneself and an object, and avoiding undesired end-states increases such distance. However, we will discuss important exceptions to the rule, in which people increase distance in order to approach a goal.

**Jens Förster, Universiteit van Amsterdam**

14:30 - Universiteitstheater

- T11:02 **Wishful Seeing, Extended: Motivation, Perceptual Set, and the Perception of Colors**

This research provides initial support for perceptual set as an underlying mechanism of motivated visual perception. Participants displayed enhanced detection of objects sharing the color of a desirable object relative to objects sharing the color of an undesirable object.

**Andreas Steimer, University of Heidelberg**

*David Dunning, Cornell University*

14:50 - Universiteitstheater

# Scientific Programme

Wednesday July 9

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Wednesday July 9

- T11:03**      **The sweet taste of others' success: Examining the role of reward in vicarious goal satiation**  
Reward plays an important role in vicarious goal satiation. We found that participants who observed someone else complete a goal performed worse on a similar task, especially when they were high in reward sensitivity, and were more biased toward rewards.  
**Stephanie Tobin, University of Queensland**  
*Katharine H. Greenaway, University of Queensland - Jessica Hampton, University of Queensland - Marie Crittall, University of Queensland - Kathleen C. McCulloch, Lancaster University*  
15:10 - Universiteitstheater
- T11:04**      **Tell me the gossip: Why competence-related gossip is self-relevant for gossip receivers**  
In two studies, we propose and test that individuals are interested in receiving gossip about relevant others to evaluate themselves for purposes of self-improvement, self-promotion, and self-protection, and that these self-evaluation motives in gossip valuation give rise to self-relevant emotions.  
**Elena Martinescu, University of Groningen**  
*Prof. Dr. Onne Janssen, University of Groningen - Prof. Dr. Bernard Nijstad, University of Groningen*  
15:30 - Universiteitstheater
- T11:05**      **Planning to stay calm with implementation intentions boosts performance in task conflict situations.**  
Straightforward implementation intention strategies to stay calm worked significantly better than suppression and reappraisal strategies and they boost performance in task conflict situations  
**Rodríguez-Carvajal Raquel, Universidad Autónoma de Madrid**  
*Sara de Rivas, Universidad Autónoma de Madrid - Bernardo Moreno-Jiménez, Universidad Autónoma de Madrid - Torsten Martiny-Huenger, University of Konstanz - Peter M. Gollwitzer, New York University*  
15:50 - Universiteitstheater
- ✖ S18**      **New frontiers for evaluative conditioning**  
This symposium presents recent theoretical and methodological developments in the study of evaluative conditioning, i.e., the change in liking that is due to the pairing of stimuli (De Houwer, 2007). The contributors discuss the field's existing issues and research frontiers.  
**Georg Halbeisen, University of Trier**  
*Katarina Blask, University of Trier*
- S18:01**      **Dissociating automatic and non-automatic attitude acquisition: Current state and future directions**  
Multinomial processing tree modeling shows that automatic and non-automatic processes lead to attitude acquisition in evaluative conditioning. The results suggest the investigation of the precursors and consequences of the two learning mechanisms.  
**Mandy Hütter, Eberhard-Karls-Universität Tübingen**  
14:30 - OMHP D0.09

# Scientific Programme

Wednesday July 9

14:30 - 16:10

Wednesday July 9

- S18:02**      **Working memory resources and intentional control in the acquisition of evaluative responses**  
Our research shows that although control instructions to promote/prevent the impact of affective stimulus on the evaluation of paired neutral stimulus increase/decrease EC effect, this moderation disappears under working memory load during encoding with EC effect remaining stable.  
**Robert Balas, The Institute of Psychology of the Polish Academy of Sciences**  
*Bertram Gawronski, University of Western Ontario - Joanna Sweklej, University of Social Sciences and Humanities, Warsaw*  
14:50 - OMHP D0.09
- S18:03**      **The modal boundary conditions of automatic attitude formation**  
Two experiments demonstrate the importance of modal boundary conditions for the automatic evaluative conditioning of attitudes. The findings illuminate potential origins of conflicting empirical findings, and constrain theorizing about the underlying learning processes.  
**Georg Halbeisen, University of Trier**  
*Eva Walther, University of Trier*  
15:10 - OMHP D0.09
- S18:04**      **The influence of selective attention processes on evaluative conditioning**  
We investigated in two modified flanker tasks whether selective attention processes modulate the change in liking that is due to the pairing of stimuli (i.e., evaluative conditioning, EC). The findings indicate that selectively ignoring the US reduces EC.  
**Katarina Blask, University of Trier**  
*Eva Walther, University of Trier - Christian Frings, University of Trier*  
15:30 - OMHP D0.09
- S18:05**      **Discussant**  
**Jan De Houwer, Ghent University**  
15:50 - OMHP D0.09
- ✕ S19**      **The many faces of social categorization**  
Faces are a primary window into the social world. Taking a developmental and social cognitive approach, this session focuses on the interface between individual- and group-level face perception, revealing surprising associations and dissociations between features and categories.  
**Ron Dotsch, Radboud University Nijmegen**  
*Yarrow Dunham, Yale University*
- S19:01**      **Learning to see race: The surprisingly long road to adult-like racial categories**  
Children have surprising difficulty acquiring an adult-like Black-White perceptual distinction, instead, focus almost exclusively on skin color well into the elementary school years. Thus, much of children's "race-related" cognition and behavior does.  
**Yarrow Dunham, Yale University**  
14:30 - OMHP D1.09

# Scientific Programme

Wednesday July 9

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Wednesday July 9

- S19:02**      **Developmental aspects of categorical person construal of faces**  
We report data from preschool children and adult control groups demonstrating that subtle contextual changes of categorical labels influence whether and to what degree face perception leads to categorical person construal.  
*Juliane Degner, Hamburg University*  
14:50 - OMHP D1.09
- S19:03**      **Race-based facial features influence ascriptions of humanity**  
Across multiple studies, White participants rated the humanlike characteristics of nonhuman faces (Avatar aliens) subtly morphed with White and Black human faces. The mere presence of Black-typical facial structures elicits lowered ascriptions of humanity outside of perceivers' awareness.  
*Kurt Hugenberg, University of Miami, Ohio*  
15:10 - OMHP D1.09
- S19:04**      **Can we visualize social mental representations?**  
Reverse correlation methods that seem to make it possible to visualize social mental representations, have become increasingly popular. In this talk, I take a critical stance, arguing that we do not know exactly what the technique measures.  
*Ron Dotsch, Radboud University Nijmegen*  
15:30 - OMHP D1.09
- S19:05**      **Discussant**  
*Alexander Todorov, Princeton University*  
15:50 - OMHP D1.09
- ✕ S20**      **Recent advances in quantitative methods for social psychologists**  
This symposium highlights recent advances in quantitative methods of wide interest to social psychologists, focusing on issues of mediation and moderation, statistical power, and bias in traditional hypothesis testing approaches.  
*Charles M. Judd, University of Colorado Boulder*  
*Dominique Muller, Université Grenoble Alpes*
- S20:01**      **In addition to convenient estimation: Theoretical, conceptual and psychometric considerations in process analysis**  
The estimation of mediation models in the service of process analysis has seen great progress recently. This presentation focuses on theoretical, conceptual, and psychometric fundamentals in process research receive too little attention.  
*Johann Jacoby, Knowledge Media Research Center Tübingen*  
14:30 - OMHP D0.08
- S20:02**      **When mediation comes full circle or how the simpler test is sometimes the better one**  
Bootstrapping techniques are thought to increase power without increasing Type 1 error rates. We show that they sometimes increase Type 1 errors, whereas the simplest test, the a and b joint significant test, does not (while having decent power).  
*Dominique Muller, Université Grenoble Alpes*  
*Charles M. Judd, University of Colorado Boulder - Vincent Yzerbyt, Université catholique de Louvain*  
14:50 - OMHP D0.08



# Scientific Programme

Wednesday July 9

14:30 - 16:10

## S20:03 Statistical power in experiments in which samples of participants respond to samples of stimuli

Designs in which samples of participants respond to samples of stimuli are ubiquitous. Yet analyses rarely treat stimuli as random, resulting in excessive Type I error rates. We present power results for such designs based on correct mixed models analyses.

**Jacob Westfall, University of Colorado Boulder**

*David A. Kenny, University of Connecticut - Charles M. Judd, University of Colorado Boulder*

15:10 - OMHP D0.08

## S20:04 Evaluating inferences about construct validity based on patterns of significance tests

Some argue for measure X (against a competitor W) by reporting the pattern "X significantly predicts Y after controlling for W, but W is not significant after controlling for X". We show that this pattern often occurs by chance alone.

**Patrick E. Shrout, New York University**

*Marika Yip-Bannicq, New York University*

15:30 - OMHP D0.08



## S21 Ingroup disidentification: Concept, measurement, antecedents, and consequences

Sometimes group memberships are problematic and painful. If individuals cannot leave uncomfortable groups, they often engage in psychological disidentification. This symposium brings together recent research findings regarding the structure, measurement, antecedents and consequences of ingroup disidentification.

**Julia Becker, University of Osnabrueck**

*Christina Matschke, Knowledge Media Research Center Tuebingen*

## S21:01 The concept of psychological disidentification

In two studies, a multi-component model of ingroup disidentification that distinguishes three disidentification components (detachment, dissatisfaction, and dissimilarity) was tested. Moreover, we illustrate that the nature of disidentification differs when individuals disidentify from high versus low status groups.

**Julia Becker, University of Osnabrueck**

*Nicole Tausch, University of St Andrews*

14:30 - OMHP F0.01

## S21:02 Can disidentification be differentiated from social identification and non-identification? Two indirect measures at the test

Disidentification describes a negative ingroup-self association. A study with three conditions (disidentification, non-identification, identification) tests whether disidentification can be captured with indirect measures. The Implicit Association Test does not differentiate between the conditions, but the Match-Mismatch-Paradigm validly captures disidentification.

**Christina Matschke, Knowledge Media Research Center in Tuebingen**

*Jenny Roth, University of Dresden - Roland Deutsch, University of Dresden*

14:50 - OMHP F0.01



# Scientific Programme

Wednesday July 9

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- S21:03**      **Emotional and behavioral consequences of psychological disidentification**  
In two studies, we examined whether the three disidentification components (detachment, dissatisfaction, dissimilarity) predict negative ingroup-directed emotions and negative ingroup-directed behavioral intentions (active harm, passive harm, and passive facilitation).  
*Nicole Tausch, University of St Andrews*  
*Julia Becker, University of Osnabrueck*  
15:10 - OMHP F0.01
- S21:04**      **The effects of illegitimate group assignment on negative emotions, disidentification, and information preference**  
The antecedents of disidentification and its consequences for information preference are examined in a study where illegitimacy is manipulated. The effect of illegitimacy on disidentification is mediated by negative emotions. Moreover, disidentification affects information preference differently than social identification.  
*Jort de Vreeze, Knowledge Media Research Center Tuebingen*  
*Christina Matschke, Knowledge Media Research Center Tuebingen*  
15:30 - OMHP F0.01
- S21:05**      **Paradoxical relationship between disidentification and bolstering of status system**  
In this presentation, I would argue, based on my previous studies, the mechanisms whereby disidentified individuals who belong to the middle rank of a status hierarchy ironically engage in bolstering the current status system from which they are suffering.  
*Tomoko Ikegami, Osaka City University*  
15:50 - OMHP F0.01
- ✕ **S22**      **New insights to the understanding of close relationships**  
This symposium incorporates recent research from Austria, Croatia, Greece, and Serbia that investigated relationship processes from different perspectives and at different levels. The contributions demonstrate accounts of partners' characteristics, attitudes, relational schemas, and mutual perceptions to relational experiences and behaviors.  
*Silvia Macher, University of Graz*
- S22:01**      **Gender identity and expressing love in marriage**  
The study of 758 married couples examines whether expressiveness, instrumentality, and gender-related attitudes, in addition to gender, predict the ways of showing love in marriage. Results suggest that gender identity affects men's but not women's expression of love in marriage.  
*Zeljika Kamenov, University of Zagreb*  
*Aleksandra Huić, University of Zagreb - Margareta Jelic, University of Zagreb*  
*Vladimir Mihic, University of Novi Sad - Carrie Bredow, Hope College, Michigan*  
14:30 - OMHP C0.17

# Scientific Programme

Wednesday July 9

14:30 - 16:10

- S22:02**      **How my thoughts and behaviors affect my intimate partner's commitment**  
Two studies investigated mediators of effects of intimate partners' relational outcomes (i.e., satisfaction, investments, alternatives) on each other's commitment. Dyadic models demonstrate accounts of relational outcomes to the partner's commitment – in terms of partner perceptions of these outcomes.  
*Silvia Macher, University of Graz*  
14:50 - OMHP C0.17
- S22:03**      **Interpersonal schemata in interaction: When the cultural self meets the insecure self**  
The paper presents evidence for the interactive effects of insecure attachment and cultural orientations on intrapersonal and interpersonal emotional outcomes. The talk will explore the cognitive, affective, and socio-cultural processes responsible for the observed intersection at different levels of self-representations.  
*Konstantinos Kafetsios, University of Crete*  
15:10 - OMHP C0.17
- S22:04**      **Getting over the ex: Implicit and explicit attitudes toward the ex-partner after (ex-)partner schema activation**  
While thinking of our ex-partner, our implicit attitudes become more positive, whereas our explicit attitudes stay negative. Two studies investigated implicit and explicit attitudes toward the ex-partner in dependence of an ex- vs. current-partner schema (vs. control group) activation.  
*Ursula Athenstaedt, University of Graz*  
*Victoria Rauter, University of Graz - Andreas Höfler, University of Graz*  
15:30 - OMHP C0.17
- S22:05**      **Relationship maintenance and adaptation to parenthood: The role of responsiveness, gratitude, and trust**  
The present study investigated the influence of relationship maintenance strategies, specifically responsiveness, gratitude, and trust on couples' adaptation to parenthood. Relationship maintenance strategies at the beginning of marriage predicted adaptation to parenthood, although changes over time were a stronger predictor.  
*Hagar ter Kuile, Utrecht University*  
*Esther S. Kluwer, Utrecht University - Catrin Finkenauer, VU University Amsterdam*  
*Tanja van der Lippe, Utrecht University*  
15:50 - OMHP C0.17



## T12      Cooperation and competition

- T12:01**      **When women stress-out men: cortisol release is negatively related to altruism**  
This study investigated if testosterone and cortisol moderate the display of altruistic behavior in a mating context. Results showed that the more men experienced an increase in their cortisol levels during contact with a woman the more selfish their behavior.  
*Leander van der Meij, VU University Amsterdam*  
*Mark van Vugt, VU University Amsterdam - Mercedes Almela, University of Valencia*  
14:30 - OMHP C2.17

# Scientific Programme

Wednesday July 9

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- T12:02**      **Genetic influences are virtually absent for trust**  
The present paper examines the genetics of trust using a sample of 1,012 twins and relatives. Findings reveal that heritability of trust is virtually absent, both for trust in others and for assumed trust of others in the self.  
*Paul van Lange, VU University Amsterdam*  
*Anna A.E. Vinkhuyzen, The University of Queensland - Danielle Posthuma, VU University and VU Medical Center*  
14:50 - OMHP C2.17
- T12:03**      **Non-consequentialist intuitions in dictator and ultimatum games**  
In ultimatum and dictator games that followed a real collaboration phase, the results show systematic variations in the proportions of strategies linked to egoism, equality, and equity, based on the previous contribution and whether one appeared responsible for it.  
*Momme von Sydow, University of Heidelberg*  
15:10 - OMHP C2.17
- T12:04**      **Power and conflict resolution**  
Results of four experiments showed that having power over others enhanced preference for confrontation and decreased preference for cooperation in conflicts. Stronger preference for confrontation was mediated by enhanced self-confidence. Importantly, priming responsibility rather than independence diminished this effect.  
*Aleksandra Cislak, University of Social Sciences and Humanities*  
15:30 - OMHP C2.17
- T12:05**      **Competing while cooperating: About the cognitive and social consequences of co-opetition**  
Competitive situations demanding individuals to cooperate with opponents (i.e., co-opetitions, compared to pure competition) lead to a motivational conflict, making individuals more cognitive flexible and less susceptible to behave antisocial towards uninvolved others in a subsequent situation.  
*Florian Landkammer, KMRC Tuebingen*  
*Kai Sassenberg, KMRC Tuebingen*  
15:50 - OMHP C2.17
-  **T13**      **Contemporary research on emotion perception**
- T13:01**      **A happy face advantage for male Caucasian faces: It depends on the company you keep**  
Happy faces are categorized faster as 'happy' than angry faces as 'angry'. Here we show this happy face advantage for male Caucasian faces if presented among male African American faces, but not among female faces, Caucasian or African American.  
*Ottmar Lipp, The University of Queensland*  
*Belinda M. Craig, The University of Queensland - Mylyn C. Dat, The University of Queensland*  
14:30 - OMHP A0.08

# Scientific Programme

Wednesday July 9

14:30 - 16:10

- T13:02**      **Approach does not equal approach: Angry facial expressions evoke approach only when it serves aggression**  
Do angry expressions evoke approach or avoidance in perceivers? We propose that goals determine the link between anger and behavior. We demonstrated that angry faces facilitated approach when approach served aggression. When aggression was not possible angry faces facilitated avoidance.  
**Regina Reichardt (née Krieglmeyer), University of Würzburg**  
Roland Deutsch, Technische Universität Dresden  
14:50 - OMHP A0.08
- T13:03**      **Perceived to Feel Less**  
**Intensity Differences in Intercultural Emotion Perception**  
Perceivers attribute less intense emotions to out-group displays than to in-group displays in emotionally ambiguous contexts. This finding points to a potential mechanism underlying structural mistreatment of out-group members and demonstrates the dynamic nature of emotion interpretation.  
**Pum Kommattam, University of Amsterdam**  
Kai J. Jonas, University of Amsterdam - Agneta H. Fischer, University of Amsterdam  
14:50 - OMHP F0.02
- T13:04**      **Status and Perception of Emotional Faces: Selective Attention to Anger**  
The current research examines how social status affects perception of emotional faces. Results from five studies, in which status was experimentally manipulated, provide novel evidence that status affects perception of angry faces at a strategic level of motivated attentional processing.  
**Tiffanie Ong, University College London**  
Ana Guinote, University College London  
15:30 - OMHP A0.08
- T13:05**      **Of evil and not-so-evil eyes: How malicious and benign envy bias attention**  
Supporting a functional account of envy, we show that benign and malicious envy bias attention differently. Malicious envy biased attention more strongly toward superior others than to their advantage. Conversely, only benign envy biased attention towards means to move upwards.  
**Jan Crusius, University of Cologne**  
Jens Lange, University of Cologne  
15:50 - OMHP A0.08
-  **T14**      **Ethics, morality, and media violence**
- T14:01**      **Honesty speaks a second language**  
Participants privately rolled a die and reported the outcome, which determined their pay. We compared performance in Hebrew (native) to English (foreign) and Korean (native) to English (foreign). We found that people cheated significantly less when using a foreign language.  
**Yoella Bereby-Meyer, Ben-Gurion University**  
Sayuri Hayakawa, University of Chicago - Shaul Shalvi, Ben-Gurion University  
Boaz Keysar, University of Chicago  
14:30 - OMHP F0.02

# Scientific Programme

Wednesday July 9

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Wednesday July 9

- T14:02**      **Outrage towards whom? Threats to moral group status impede striving to improve via out-group-directed outrage.**  
Threats to group status motivate defending the threatened social identity if framed in moral terms, and striving for improvement if framed in non-moral terms. This effect is mediated by the relative focus of outrage on in-group versus out-group.  
*Susanne Täuber, University of Groningen*  
*Martijn van Zomeren, University of Groningen*  
14:50 - OMHP F0.02
- T14:03**      **Media violence use impairs moral development in adolescence: Impact on empathy, pro-social behavior, and aggression**  
Two longitudinal studies with German adolescents demonstrate that media violence use decreased empathy and pro-social behavior and increased aggression over time. A theory-based intervention study showed that reducing media violence use may reduce aggression and normative beliefs promoting aggressive behavior.  
*Barbara Krahé, University of Potsdam*  
*Robert Busching, University of Potsdam*  
15:10 - OMHP F0.02
- T14:04**      **The effect of specific and general rules on ethical behavior**  
Specific (vs. general) rules affect ethical behavior through their ability to reduce moral rationalizations, although the effectiveness of specific rules can be undermined by their ability to narrow people's focus on behaviors not explicitly mentioned in the rule.  
*Laetitia Mulder, University of Groningen*  
*Jennifer Jordan, University of Groningen - Floor Rink, University of Groningen*  
15:30 - OMHP F0.02
- T14:05**      **Biased information processing of scientific evidence on moral issues – the violent video games debate**  
In two experimental studies, we found support for our hypothesis that threats against moral values promote biased processing of scientific evidence and subsequent pro-value behavior. This effect was moderated by value importance and even held after controlling for attitude-consistency effects.  
*Jens Bender, University of Koblenz-Landau*  
*Tobias Rothmund, University of Koblenz-Landau - Peter Nauroth, Philipps University Marburg - Mario Gollwitzer, Philipps University Marburg*  
15:50 - OMHP F0.02



# Poster Session 2

Wednesday July 9

16:15 - 17:15 - Atrium

- P02:01**      **Challenging the established status quo of men: Contrapower sexual harassment perception**  
 The aim was to investigate whether the status of a victim of harassment, the response that victim uses, and social perceptor's ideology influence the sexual harassment perception. Results highlight the importance of ideology to assess a sexual harassment situation.  
**Antonio Herrera Enriquez, University of Granada**  
*M. Carmen Herrera, University of Granada - Francisca Expósito Jimenez, University of Granada*
- P02:02**      **Everyone can behave pro-environmentally: the Inclusion Model of Environmental Concerns (IMEC)**  
 Our new Inclusion Model of Environmental Concerns (IMEC) defines environmental concerns' hierarchical structure (biospherism embeds altruisms, which in turn embeds egoisms), explaining how to motivate people holding different values (self-enhancing vs. self-transcending) and related environmental concerns to behave pro-environmentally.  
**Stefano De Dominicis, Sapienza Università di Roma**  
*P. Wesley Schultz, California State University San Marcos - Marino Bonaiuto, Sapienza Università di Roma*
- P02:03**      **Perceived social inequality and the feeling of political influence and effectiveness**  
 Analysis of survey data from the international comparative project EUREQUAL (13 postcommunist Central-Eastern European countries participating) revealed a significant negative correlation between perceived social inequality and feeling of political influence and effectiveness.  
**Velina Topalova, Bulgarian Academy of Sciences**
- P02:04**      **Do we need them? Civic national identity reduces social distance towards immigrants**  
 This research revealed that a civic conceptualization of national identity reduces majority groups' social distance towards immigrants, because it increases the perceived identity and functional indispensability of immigrants to the national common identity.  
**Raquel António, CIS-IUL (ISCTE - Lisbon University Institute)**  
*Rita Guerra, CIS-IUL (ISCTE - Lisbon University Institute) - Matthew Deegan, University of Delaware - Samuel L. Gaertner, University of Delaware*
- P02:05**      **The use of religion as justification for homosexuality prejudice**  
 We explored the use of religion as justification for homosexual prejudice. Political affiliation moderated the relationship. Conservatives were more religious after being falsely told they were prejudiced towards homosexuals - liberals showed a decrease in religiosity when given the same feedback.  
**Michelle Fabros, California State University, San Bernardino**  
*Donna M. Garcia, California State University, San Bernardino*
- P02:06**      **Citizenship representation styles in Georgia: Religion, culture and identity**  
 This research investigates citizenship representation styles in contemporary Georgia. We found, that citizenship representation styles are predicted by religious, cultural and nationalistic attitudes as well as by degree of national self - identification.  
**Maia Mestvirishvili, Ivane Javakhishvili Tbilisi State University**  
*Natia Mestvirishvili, Ivane Javakhishvili State University*



# Poster Session 2

Wednesday July 9

16:15 - 17:15 - Atrium

- P02:07**      **Children's attitudes towards disability and their contact with disabled people: a cross-sectional survey**  
 Disabled people are often the targets of negative attitudes. This study shows there is a positive association between children's contact (direct and indirect) with disabled people and attitudes. Anxiety and empathy mediate the association between indirect contact and attitudes.  
**Megan MacMillan, Exeter Medical School**  
*Christopher Morris, Exeter Medical School - Obioha C Ukoumunne, Exeter Medical School*  
*Charles Abraham, Exeter Medical School - Mark Tarrant, Exeter Medical School*
- P02:08**      **Closing open minds: Combined effects of uncertainty salience and need for closure on out-group discrimination**  
 Three studies examined how dispositional Need for closure moderates the impact of uncertainty on implicit attitudes and behavioral intentions toward out-group members. Results revealed that uncertainty increases out-group discrimination only among low Need for closure individuals.  
**Lucia Mannetti, Sapienza University of Rome**  
*Ambra Brizi, Sapienza, University of Rome - Arie W. Kruglanski, University of Maryland, College Park*
- P02:09**      **Exploring the role of temporal perspective in imagined intergroup contact**  
 Across three studies, we investigated the impact of specifying temporal perspective in imagined intergroup contact, and found that specifying temporal proximity was advantageous in improving intergroup attitudes and behavioural intentions, both immediately following the manipulation and longitudinally.  
**Emma Pape, University of Reading**  
*Judi Ellis, University of Reading - Laurie Butler, University of Reading*
- P02:10**      **Approaching our opponent and leaving our supporter: Adjusting the physical proximity to reduce cognitive dissonance**  
 When participants have opportunity to meet someone after writing an essay, the ones whom experience dissonance choose to be closer to participants who are disagree with their initial attitude and further away from the ones who support their initial attitude.  
**David Vaidis, Université Paris Descartes**  
*Dominique Oberlé, Université Paris Ouest Nanterre La Défense*
- P02:11**      **Differences in meat-eating justifications across omnivores and vegetarians: Factors that resolve the meat paradox**  
 Most people consider harming animals aversive - however most people also eat meat. This study suggests that omnivores resolve this paradox by changing perceptions of themselves, animals and meat-eating. We also introduce a new scale of justifications of meat-eating.  
**Mischel Luong, University of Melbourne**  
*Steve Loughnan, University of Melbourne - Hanne M Watkins, University of Melbourne*
- P02:12**      **Following WHO recommendations for physical activity in older adults: Roles of barriers in exercise adherence**  
 We examined the variations of perceived barriers of change as a function of different levels of regular physical activity participation according to WHO recommendations. Less perception of advantages and greater barriers perception characterized the inactive seniors.  
**Cédric Albinet, CeRCA, CNRS, University of Poitiers**  
*Nathalie André, University of Poitiers - Claude Ferrand, University of Tours - Anne Canivet, University of Poitiers - William Yvon, University of Poitiers - Michel Audiffren, University of Poitiers*





# Poster Session 2

Wednesday July 9

16:15 - 17:15 - Atrium

- P02:13** **Six-week training programme engenders no improvements in self-control**  
We investigated the impact of 6 weeks of daily self-control training on multiple aspects of self-control performance. Trained participants did not display improved self-control or more reflective guidance of behaviour compared to participants who undertook sham training or no training.  
**Eleanor Miles, University of Sussex**  
*Paschal Sheeran, University of North Carolina Chapel Hill - Ian MacDonald, University of Sheffield - Harriet Baird, University of Manchester - Thomas Webb, University of Sheffield - Peter Harris, University of Sussex*
- P02:14** **Organizational culture and normative inclination to refrain from unethical behaviour at the workplace among policemen**  
The study aims to reveal the impact of organizational culture on police officers' attitudes towards unethical behaviour at the workplace as well as their readiness to report for such behaviour when performed by co-workers.  
**Valery Todorov, Institute of Psychology at Mol**  
*Kristina Petkova, Institute of Sociology, Bulgarian Academy of Sciences*
- P02:15** **The influence of well-established and newly learned color association on healthy and unhealthy food consumption**  
Three studies show that well-established color associations (red signals "stop") influence consumption of unhealthy but not healthy food (dangerous versus benign situation), whereas newly learned color associations influence food consumption of healthy but not unhealthy food.  
**Leonie Reutner, University of Basel**  
*Oliver Genschow, University of Gent - Michaela Wänke, University of Mannheim*
- P02:16** **A recipe for social harmony: Social ideologies, prejudice and tolerance in volunteers with stigmatized groups**  
Volunteering can facilitate contact between volunteers and socially stigmatized groups. This quasi-experimental study shows that people who volunteer with stigmatized groups have more tolerant social ideologies, and reduced levels of cognitive, affective and semantic-anthropological expressions of prejudice compared to non-volunteers.  
**Sofia Stathi, University of Greenwich**  
*Lauren Smith, University of Greenwich*
- P02:17** **How asking attitude and intention questions can influence behaviour: A meta-analysis.**  
Discussion of findings of a meta-analysis of the Question-Behaviour Effect, the behavioural change phenomenon that merely asking intention and attitude questions influences behaviour. The overall effect as well as various subgroup analyses regarding intervention methods and outcome variables are discussed.  
**Tommy van Steen, University of the West of England**  
*Adam Joinson, University of the West of England - Janet Carruthers, University of the West of England*
- P02:18** **Role of perceived intergroup difference on intercultural and acculturation attitudes among ethnic groups in Turkey**  
This study showed that each one of the four ethnic groups in Turkey ranked others according to perceived intergroup difference and there was consensus among groups. Generally speaking, perceived intergroup difference was found to organize intercultural attitudes and acculturation attitudes.  
**Büşra Alparslan, Nevşehir University**





# Poster Session 2

Wednesday July 9

16:15 - 17:15 - Atrium

- P02:19**      **Attitudes and affirming behaviors – the case of Croatian students' attitudes towards gays and lesbians**  
 The study examined the predictive power of attitudes towards gays and lesbians, perception of their status in Croatian society, contact and socio-demographic variables in the prediction of affirming behaviors such as social actions aimed to decrease discrimination towards homosexuals.  
**Aleksandra Huic, University of Zagreb**  
*Margareta Jelic, University of Zagreb - Zeljka Kamenov, University of Zagreb*
- P02:20**      **Foreknowledge and magnitude of the side-effect in the Knobe effect**  
 A study on the side effect-effect, where using a novel set of vignettes we found that the lack of foreknowledge but not the magnitude of the side-effect has a significant impact. As expected, valence and foreknowledge of the side-effect interacted.  
**Sergio Barbosa, Universidad de los Andes**  
*William Jimenez - Leal, Universidad de los Andes*
- P02:21**      **Unrealistic optimism hits novel reality: What happens after a disaster in an unexpected location**  
 This research examined optimism about earthquakes before and after recent earthquakes in Canterbury. It compared participants in Canterbury and two other cities, including one where earthquakes were expected. Optimism differed between regions and showed effects of distance and social identification.  
**John McClure, Victoria University of Wellington**  
*David Johnston, Massey University / GNS Science - Liv Henrich, Victoria University*
- P02:22**      **Labor: A core ownership principle**  
 Labor influenced ownership judgments. For example, when it “changed” an object ownership assignment increased - it influenced responsibility judgments for consequences associated with that object - objects described as “owned” were manipulated more and were judged to be more creative.  
**John Lawrence Dennis, University of Perugia**
- P02:23**      **Automatic processing of relational information in sequential priming tasks**  
 In five studies, we demonstrated that prime processing is constrained by the target task and can be far more complex than previously assumed possible. The notion of task-specific prime processing might allow for a more detailed measurement of implicit attitudes.  
**Niclas Heider, Ghent University**  
*Adriaan Spruyt, Ghent University - Jan De Houwer, Ghent University*
- P02:24**      **Social identity and implicit processes in addiction recovery: Implications for health behaviour change**  
 Relapse and remission are symptomatic of addiction recovery. An empirical study of smokers with equal quit attempts found smoking status (smoker/ex-smoker) related to significant differences between social identities of smoker and ex-smoker at both implicit and explicit levels of processing.  
**Sarah Buckingham, London South Bank University**  
*Daniel Frings, London South Bank University - Ian P Albery, London South Bank University*



# Poster Session 2

Wednesday July 9

16:15 - 17:15 - Atrium

- P02:25**      **If I imagine it, then it happened: The implicit truth value of imaginary representations**  
 Why are people influenced by information known to be false? Three studies demonstrate that imagined events are more strongly associated with true and less associated with false, compared to non-imagined events. This effect is unrelated to participants' explicit true/false judgment.  
*Daniella Shidlovski, The Hebrew University of Jerusalem*  
*Ruth Mayo, The Hebrew University of Jerusalem - Yaacov Schul, The Hebrew University of Jerusalem*
- P02:26**      **It's not fair, I don't gain from it: Self-interest distorts the assessment of justice adjustment**  
 Are people able to objectively evaluate fairness of legal acts? In three experiments we show that , acts serving their interest are regarded as more just.  
*Olga Bialobrzeska, University of Social Sciences and Humanities*
- P02:27**      **Behind closed doors: How the physical environment affects the relationship between moral identity and deviance**  
 In organizations where the physical environment activates the concept of morality through openness, employees high in moral identity symbolization show less deviant behavior than in a less open organization. No differences were found for moral identity internalization.  
*Suzanne van Gils, Maastricht University*  
*Niels van Quaquebeke, Kühne Logistics University, Hamburg*
- P02:28**      **Do weapons automatically capture attention?**  
 Evolutionary theory argues that non-evolutionary threats should not automatically capture and hold attention. However, using a peripheral cuing task, we demonstrated in two experiments that weapons automatically capture attention. Thus, our findings do not support an evolutionary perspective.  
*Baptiste Subra, Université Paris Descartes*  
*Dominique Muller, Université de Grenoble - Théodore Alexopoulos, Université Paris Descartes*
- P02:29**      **Forget about diamonds! Lipstick is a girl's best new friend**  
 A study shows that, compared to transparent and light pink lipsticks, wearing a bright red lipstick leads women to a better performance in a trivia quiz. This result is discussed in the light of self-enhancement processes and feeling of power.  
*Nadia Beckert, University of Paris Ouest*  
*Jean-Baptiste LEGAL, University of Paris Ouest, LAPPS - Peggy CHEKROUN, University of Paris Ouest, LAPPS*
- P02:30**      **Do spontaneous behavioral reactions to social groups reflect general valence or discrete emotions?**  
 Two studies tested the spontaneous activation of action tendencies toward social groups. Results showed an activation of action tendencies based on emotion when group are perceived consciously but based on valence when presented out of conscious awareness.  
*Benoite Aubé, University of Bordeaux*  
*François Ric, University of Bordeaux - Dominique Muller, University of Grenoble*



# Poster Session 2

Wednesday July 9

16:15 - 17:15 - Atrium

- P02:31**      **The malleability of stigmatised attitudes towards the mentally ill.**  
This paper explores the utility of 'imagined social contact' and 'self-awareness of implicit bias' as interventions for the reduction of stigma towards the mentally ill. Results indicate that the latter is an effective means to promote positive implicit attitudes.  
*Claire Campbell, University of Ulster*  
*Charlotte Pennington, Edge Hill University*
- P02:32**      **School ethnic composition as a context for reducing White children's racial prejudice**  
Drawing on Allport's contact hypothesis that intergroup contact conditions are central in the reduction of prejudice, this study tested the role of the schools' ethnic composition criterion variable on White children's racial prejudice reduction.  
*José Pereira, Instituto de Ciências Sociais da Universidade de Lisboa (ICS-UL)*  
*Maria Benedicta Monteiro*
- P02:33**      **Storytelling egalitarianism to reduce White children's explicit and implicit racial prejudice**  
The present study tested and demonstrated with 6- to 12-years-old children the role of activating an egalitarian anti-racism norm explicitly included in a story in reducing White children's explicit and implicit (Child IAT) racial prejudices towards Black children.  
*Ricardo Rodrigues, ISCTE - Lisbon University Institute CIS*  
*Maria Benedicta Monteiro*
- P02:34**      **Prejudice reduction and Roma Targets: do creativity and emotion regulation work?**  
This study tested the role of creativity and emotion regulation (cognitive reappraisal and emotion suppression) on the reduction of prejudice against Roma. Overall, cognitive reappraisal was marginally associated to lower levels of prejudice.  
*Carla Colaço, ISCTE - IUL*  
*Joana Alexandre, ISCTE - Lisbon University Institute - Marília Prada, ISCTE - Lisbon University Institute*
- P02:35**      **The "dodderly but dear" aging stereotype in children: a proposal for intervention**  
This study shows, for the first time, that children also share the "friendly" but "incompetent" aging stereotype proposed by the Stereotype Content Model (Fiske et al., 2002). A proposal to fight these representations in school settings is also presented.  
*Sibila Marques, ISCTE - Lisbon University Institute, CIS*  
*Christin-Melanie Vauclair, ISCTE-IUL - Ricardo Rodrigues, ISCTE-IUL - Filomena Gerardo, SCML - Filipa Cunha, SCML - Joana Mendonça, ISCTE-IUL*
- P02:36**      **Ostracism online: A novel social media paradigm for ostracism**  
We developed and tested the effectiveness of a novel laboratory paradigm for ostracism (social exclusion), based on social media interactions. Ostracism Online was effective in manipulating feelings of ostracism, as indicated by self-reported (need-threat) and behavioral (conformity) measures.  
*Ana Levoradashka, Knowledge Media Research Center*  
*Wouter Wolf, University of Oxford - Johanna Ruff, VU Amsterdam - Steven Kraaijeveld, VU Amsterdam - Kipling Williams, Purdue University*



# Poster Session 2

Wednesday July 9

16:15 - 17:15 - Atrium

- P02:37**      **Excluded from all humanity: Animal metaphors exacerbate the psychological consequences of social exclusion**  
We report two studies aimed at investigating the consequences of being socially excluded through dehumanizing animal metaphors. We show that experiences of dehumanizing social exclusion exacerbate individuals' aggressive tendencies through increased negative emotions and decreased perceptions of themselves as human.  
*Luca Andrichetto, University of Genova*  
*Paolo Riva, University of Milano-Bicocca - Chiara Volpato, University of Milano-Bicocca*
- P02:38**      **Compensating for ostracism: Oxytocin in a modified prosocial cyberball game**  
In this presentation we report on studies using the regular cyberball game to assess the influence of ostracism, and a modified prosocial cyberball game to provoke compensating behavior. Effects of intranasal oxytocin administration on prosocial behavior will be presented.  
*Marinus H. van IJzendoorn, Leiden University*  
*Madelon M.E. Riem, Leiden University - Marian J. Bakermans-Kranenburg, Leiden University*  
*Renske Huffmeijer, Leiden University*
- P02:39**      **Reducing aggressive responses to social exclusion using transcranial direct current stimulation (tDCS)**  
We report on studies aimed at investigating the modulatory role of the rVLPFC on the consequences of social exclusion. We show that increasing the cortical excitability of the rVLPFC can reduce the typical aggressive reaction that follows social exclusion.  
*Paolo Riva, University of Milano-Bicocca*  
*Leonor J. Romero Lauro, University of Milano-Bicocca - Nathan C. DeWall, University of Kentucky*  
*David S. Chester, University of Kentucky - Brad J. Bushman, The Ohio State University & VU University Amsterdam*
- P02:40**      **Safety in beauty: Social exclusion, antisocial behavior, and the desire to reconnect**  
We report on studies revealing that socially excluded persons respond in a less hostile way toward the perpetrator of ostracism when the perpetrator is perceived as physically highly attractive. This effect is mediated by perceived popularity of the ostracizing source.  
*Nilüfer Aydin, Ludwig-Maximilians University*  
*Maria Agthe, Ludwig-Maximilians-University Munich - Michaela Pfundmair, Ludwig-Maximilians-University Munich - Dieter Frey, Ludwig-Maximilians-University Munich*  
*Nathan C. DeWall, University of Kentucky*
- P02:41**      ***This presentation has been withdrawn***  
***A little acceptance goes a long way: Applying social impact theory to the rejection-aggression link***  
Social rejection hurts, causing aggression even against innocent people. Based on social impact theory, we predicted that aggression would decrease as a power function of the number of people accepting the participant. The results from two experiments supported this hypothesis.  
*Brad J. Bushman, The Ohio State University & VU University Amsterdam*  
*Nathan C. DeWall, University of Kentucky - Jean M. Twenge, San Diego State University*  
*Charles Im, San Diego State University - Kipling D. Williams, Purdue University*



# Poster Session 2

Wednesday July 9

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- P02:42**      **Recent research on the detection of, behavioral reaction to, and coping with ostracism**  
Ostracism is a painful event that threatens psychological needs. I present research supporting Williams's Temporal Model of Ostracism (2009) and focus on individuals' reflective/behavioral responses and resignation for chronically ostracized individuals. I will suggest future directions for studying chronic ostracism.  
*Eric D. Wesselmann, Illinois State University*
- P02:43**      **The social extremist: Rejection as a predictor of political violence**  
Following rejection, highly rejection sensitive participants were more willing to participate and condone political violence towards an outgroup. This was mediated by thwarted pro-social needs indicating that loyalty to ones ingroup may drive violence, rather than aggression towards the outgroup.  
*Holly Knapton, Lund University*  
*Hanna Bäck, Lund University - Emma Bäck, Lund University*
- P02:44**      **Being transgender in a gendered world: Identity recognition/misrecognition and the experience of minority groups**  
This presentation examines the accounts of transgender people during security screening at airports. It points to the importance of identity recognition/misrecognition in the experience of minority group members with recognition leading to euphoria and misrecognition to dysphoria.  
*Meghan McNamara, University of St Andrews*  
*Steve Reicher, University of St Andrews*
- P02:45**      **There is no sweet escape from social pain: Glucose does not attenuate ostracism**  
Glucose reduces physical pain. We examined whether glucose would reduce the social pain caused by being ostracized during the Cyberball game. Glucose did not reduce self-reported needs or mood. This suggests that glucose differentially affects physical and social pains.  
*Holly C. Miller, KU Leuven*  
*Camille Bourrasseau, University of Lille - Kipling D. Williams, Purdue University*  
*Mikaël Molet, University of Lille*
- P02:46**      **When can leaders behave badly? The application of the double standard in the inter-group context.**  
How do individuals react to ingroup leaders who transgress widely held social rules? In two studies, we show that individuals apply a double standard in their judgement of transgression favouring ingroup transgressive leaders over ingroup transgressive members and outgroup leaders.  
*Giovanni A. Travaglino, University of Kent, Canterbury*  
*Dominic Abrams, Centre for the Study of Group Processes, School of Psychology, University of Kent, Canterbury - Georgina Randsley de Moura, Centre for the Study of Group Processes, School of Psychology, University of Kent, Canterbury*



# Poster Session 2

Wednesday July 9

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- P02:47**      **Who gets to join the club? Responses to (im)moral vs. (in)competent prospective group members**  
 What determines whether an individual will be accepted by a group? In three experiments we demonstrate that the morality of prospective group members has more impact on the group's tendency to accept versus exclude them than their competence.  
*Romy van der Lee, Leiden University*  
*Naomi Ellemers, Institute of Psychology, Leiden University - Daan Scheepers, Institute of Psychology, Leiden University*
- P02:48**      **Opinion change and adherence to deviance: When and why do individuals follow deviant members?**  
 Subjective group dynamics suggests deviants are depreciated because they threaten individuals' social identity. However, two experiments suggest that, in specific conditions, individuals might change towards the opinion of high-contributing deviant members and be willing to adhere to deviance.  
*Ana C. Leite, University of Porto*  
*Isabel R. Pinto, Social Psychology Research Group, Centre of Psychology of the University of Porto - Georgina Randsley de Moura, Centre for the Study of Group Processes, School of Psychology, University of Kent, Canterbury - José M. Marques, Institute of Social Sciences, University of Lisbon - Dominic Abrams, Centre for the Study of Group Processes, School of Psychology, University of Kent, Canterbury - Sónia Cardoso, Social Psychology Research Group, Centre of Psychology of the University of Porto*
- P02:49**      **Social nostalgia for the Titanic in the Protestant/Unionist/Loyalist community of East Belfast**  
 This study analysed interviews from members of the Protestant/Unionist/Loyalist community of East Belfast to look at their nostalgia for the Titanic which was build there. The results show that nostalgia is possible for a time before birth.  
*Kevin McNicholl, Queen's University Belfast*
- P02:50**      **Consequences of perceiving one's nation as a trans-generational entity: The case of Germany**  
 This study documents that individuals perceive immigrants differently depending on the way they conceptualize their national ingroup. Incorporating previous and future generations in one's national identity (versus only currently living people) makes individuals differentiate more between 'wanted' and 'unwanted' immigrants.  
*David Schiefer, Jacobs University Bremen*  
*Avihay Berlin, Hebrew University Jerusalem - Sonia Roccas, The Open University Yechiel Klar, Tel Aviv University*
- P02:51**      **Ostracism and personality: Who reacts? Who recovers best?**  
 We explored potential boundary conditions for ostracized individuals by looking at the relationship between personality and reactions/recovery to laboratory-induced ostracism. While no relationship was found between TABP and ostracism, certain big 5 traits appeared to be related to ostracism.  
*Meghan Berlingo, Washington State University*  
*Craig Parks, Washington State University*





# Poster Session 2

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- P02:52**      **Impact of same-sex vs opposite-sex ostracism on women's performance in a negative gender stereotyped task**  
 This research investigate impact of same-sex vs opposite-sex ostracism on women's performance at a numeric task. Results showed that ostracism led to a decrease of performance but only when the source is other women.  
**Anthony Cursan, Université Bordeaux Segalen**  
*Alexandre Pascual, Bordeaux Segalen University - Marie-Line Félonneau, Bordeaux Segalen University*
- P02:53**      **"Will you back me up?": The importance of normative support to deal with deviance**  
 In two experiments, individuals invested in higher commitment to group norms and derogation of the deviant ingroup member when the group provided low support to the violated norm. The results are discussed in terms of the Subjective Group Dynamics theory.  
**Sónia Cardoso, University of Porto**  
*Isabel Pinto, University of Porto - José Marques, ICS Lisbon - Ana Leite, University of Porto - Catarina Morais, University of Porto - André Marques, University of Porto*
- P02:54**      ***This presentation has been withdrawn***  
**Participant roles in cyberbullying**  
 We examined group dynamics of cyberbullying in three age groups. Results show relationships between participant roles in traditional and cyberbullying, and differences in cyberbullying roles dependent on the situation. Results are discussed in relation to bystander research, and anti-bullying strategies.  
**Fran Thompson, Goldsmiths University of London**  
*Peter K Smith, Goldsmiths University of London - Antonella Brighi, Bologna University - Joaquin Mora-Merchan, Seville University*
- P02:55**      **The amplifying role of adolescents' media use in their cyberbullying behavior**  
 This research presents evidence on the amplifying role of adolescents' use of media with antisocial content in cyberbullying. We also present validation data on a newly developed instrument to measure Content-based Media Exposure Scale (C-ME) in adolescents.  
**Konijn Elly, VU University Amsterdam**  
*Anouk den Hamer, VU University Amsterdam*
- P02:56**      **Does online peer victimization make teens even more sick and unhappy than offline peer victimization?**  
 Although peer victimization is no longer limited to offline relationships, we know little about correlates of online peer victimization. We, therefore, assessed how online peer victimization is related to mental (i.e., social anxiety and depression) and physical health (somatic complaints).  
**Sindy Sumter, University of Amsterdam**  
*Susanne Baumgartner, University of Amsterdam - Patti Valkenburg, University of Amsterdam*
- P02:57**      **Developing a theory- and evidence-based intervention on cyberbullying**  
 A three round Delphi study was conducted to obtain an overview of all relevant variables involved in ineffective and improved coping behavior as it pertains to cyberbullying among adolescents, in order to systematically develop a theory- and evidence-based intervention.  
**Francine Dehue, Open University**



# Poster Session 2

Wednesday July 9

16:15 - 17:15 - Atrium

- P02:58**      **Connecting bodies through food and touch constitutes communal sharing**  
 We offer an overview of 3 experimental and 2 correlational studies showing that sharing food/drink and touching enhance communal relations and have indirect effects reducing stress and enhancing performance in small groups.  
*Rodrigo Brito, COPELABS - Universidade Lusofona de Humanidades e Tecnologias*  
*Sven Waldzus, ISCTE-IUL, Lisbon - Thomas Schubert, University of Oslo*
- P02:59**      **Communal sharing: when touch means communion and sharing**  
 We present experimental evidence showing that touch produces feelings of gratitude after acts of kindness, but this is mediated by perceived communal sharing.  
*Cláudia Simão, CIS/ISCTE-IUL, Lisbon*  
*Beate Seibt, University of Oslo - Simone Schnall, University of Cambridge*
- P02:60**      **Behavioral and cognitive foundations of distributive justice and communal sharing: Rawls in our minds**  
 Distributive justice, which is essential for the functioning of communal-sharing systems, and risky decision-making are tightly linked in our minds, drawing on common cognitive processes with a spontaneous focus on the Maximin principle.  
*Tatsuya Kameda, Hokkaido University*  
*Keigo Inukai, Osaka University - Satomi Higuchi, Iwate Medical University*
- P02:61**      **The self-control benefits of having a partner with high self-control**  
 A longitudinal study among 199 first-marriage newlywed couples, showed that close relationships may provide the ideal context for self-control to grow: when matched up with a partner with high self-control, self-control increases over time.  
*Tila Pronk, VU University Amsterdam*  
*Asuman Buyukcan-Tetik, VU University Amsterdam - Catrin Finkenauer, VU University Amsterdam*
- P02:62**      **Keeping in touch with grandparents: identity construction in second generation adolescents**  
 We investigated how intergenerational relations influence identity construction in second generation adolescents: national identification and ethnic identification are predicted by the adolescent's relationships both with parents and with grandparents living in the country of origin.  
*Maria Brambilla, Catholic University of Milan*  
*Manzi Claudia, Catholic University of Milan - Camillo Regalia, Catholic University of Milan*  
*Laura Ferrari, Catholic University of Milan*
- P02:63**      **Anger and shame in Turkey and Japan: The emotional ramifications of honor and face**  
 We found that emotions that are beneficial for defending honor were afforded (and thus encountered frequently) in Turkey, while emotions that are beneficial for keeping face were afforded in Japan. These affordances differed within cultures in relation- and gender-specific ways.  
*Michael Boiger, University of Leuven*  
*Derya Güngör, University of Leuven - Mayumi Karasawa, Tokyo Woman's Christian University - Batja Mesquita, University of Leuven*





# Poster Session 2

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- P02:64** **Would you post that picture and let your dad see it? Culture, honor, and facebook**  
The study found that people from honor cultures (Turkey) were less willing to post potentially scandalous pictures on Facebook, compared to people from dignity cultures (Northern America). Honor endorsement negatively predicted the willingness to post such pictures only in Turkey.  
**Ceren Gunsoy, Iowa State University**  
*Susan E. Cross, Iowa State University - Adil Saribay, Bogazici University*  
*Irmak Olcaysoy Oken, Lehigh University - Meltem Kurutas, Bogazici University*
- P02:65** **Attitude similarity or personality similarity – What is more important for a satisfying relationship?**  
In a study with 108 couples we tested the importance of personality similarity and attitude similarity for relationship satisfaction.  
Relationship satisfaction was significantly predicted by attitude similarity but not by personality similarity.  
**Manfred Hassebrauck, University of Wuppertal**  
*Sally Ischebeck, University of Wuppertal - Heike Schünemann, University of Wuppertal*
- P02:66** **A sense of togetherness in couples: A pronoun analysis during support transactions**  
The study examined the associations between relationship quality and we-ness/separateness (two variables reflecting couples' sense of togetherness) in the context of support interactions. Results showed that couples' relationship quality was positively associated with their level of we-ness, but not separateness.  
**Céline Hinnekens, University of Ghent**  
*Gaëlle Vanhee, PhD Student, University Ghent - Lesley Verhofstadt, Assistant Professor of Family Psychology, University Ghent*
- P02:67** **Self-control and forgiveness in marriage: A multilevel latent growth curve analysis**  
We predicted a positive association between changes in self-control and forgiveness in a 5-wave study among 199 couples. Results of a multilevel growth curve analysis revealed that when one's level of self-control increased, so did the level of forgiveness.  
**Marina Hol, VU University Amsterdam**  
*Tila M. Pronk, VU University Amsterdam - Asuman Buyukcan-Tetik, VU University Amsterdam*  
*Catrin Finkenauer, VU University Amsterdam*
- P02:68** **Positive events and capitalization attempts in couple relationship: the contribution of diary methods**  
A diary study analyzed the associations between positive events (internal vs. external to the couple) and partners' individual and relational well-being as well as the moderating role of communication of the event (implicit vs. explicit) on these associations.  
**Ariela Francesca Pagani, Catholic University of Milan**  
*Silvia Donato, Catholic University of Milan - Raffaella Iafrate, Catholic University of Milan*  
*Dominik Schoebi, University of Fribourg*
- P02:69** **Trajectories of relationship perceptions over time in newlyweds**  
Partners generally perceive their couple relationship as better than the relationships of the average other. A three-wave longitudinal study analyzed newlyweds' patterns of change in these perceptions and identified factors at family, couple and individual level discriminating among these trajectories.  
**Miriam Parise, Catholic University of Milan**  
*Silvia Donato, Catholic University of Milan - Raffaella Iafrate, Catholic University of Milan*  
*Anna Bertoni, Catholic University of Milan*



# Poster Session 2

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- P02:70 Empathic accuracy and affective forecasting for the self and others**  
In an exploration of affective forecasting for others, we saw that participants reported no differences in forecasts for the self and a close partner, but they believed “most people” would react more negatively. Empathic accuracy appeared to moderate this effect.  
*Stanislav Treger, DePaul University*  
*Ralph Erber, DePaul University*
- P02:71 Put yourself in their shoes: Reactions of men and women to confrontation of sexual harassment**  
Sexual harassment is one of the most widespread forms of gender violence. The aim was to investigate the perception that people have of sexual harassment and of the responses that the victim uses. Also to highlight the importance of ideology.  
*M. Carmen Herrera, University of Granada*  
*Antonio Herrera, University of Granada - Francisca Expósito, University of Granada*
- P02:72 Motivations for intergroup dating preferences among women: An evolutionary perspective**  
Given an evolutionary history in which women were often the targets of intergroup sexual aggression we predicted and found that women are less likely to accept date requests from outgroup members when the risk of sexual coercion is most costly.  
*Melissa McDonald, Interdisciplinary Center*  
*Brent Donnellan, Michigan State University - Joseph Cesario, Michigan State University*  
*Carlos Navarrete, Michigan State University*
- P02:74 Attachment style, mortality salience and meaning in life**  
Participants with either secure or insecure attachment styles in conditions of mortality salience or control were compared according to the extent to which they endorsed different sources that give their life meaning. Significant interactions were found.  
*Rebecca Smith, University of Greenwich*  
*Dr Jessica Morgan, University of Greenwich*
- P02:75 Office of love and support: Leaders and colleagues as attachment figures**  
In two studies, we tested whether colleagues and supervisors are viewed as attachment figures. This was indeed the case, although colleagues and supervisors were less likely to fulfill attachment functions compared to partners, mothers, fathers, siblings, and friends.  
*Michelle Luke, University of Sussex*  
*Katherine Carnelley, University of Southampton - Constantine Sedikides, University of Southampton*
- P02:76 Ethnic minorities' attitudes toward Whites: The role of shared reality in intergroup attitudes**  
We investigated attitudes toward Whites among African American, Latinas/os and Asian Americans. Shared reality (which has often been used to document interpersonal processes at the individual level) predicted group-level attitudes (i.e., attitudes to Whites in general) as well.  
*Terri Conley, University of Michigan*  
*Joshua Rabinowitz, University of Michigan - Jes L. Matsick, University of Michigan*



# Poster Session 2

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- P02:77**      **Social daydreams: frequency, phenomenology and perceived functions**  
This experience sampling study provides new empirical data on the frequency, phenomenology and perceived functions of social daydreams. Reports from 101 participants indicate that social daydreams were: more frequent than non-social daydreams, involved significant others, and served various interpersonal functions.  
*Giulia Poerio, University of Sheffield*  
*Peter Totterdell, University of Sheffield - Lisa-Marie Berry, University of Sheffield*  
*Eleanor Miles, University of Sussex*
- P02:78**      **Contact as a means for creating cross-group alliances for social change**  
Attempting to integrate conflicting approaches to social change, we present two models of cross-group solidarity for alliance formation. Contact of Greek students with Albanian immigrants, irrespective of valence, was associated with greater willingness to actively support equality and social change.  
*Katerina Tsantila, Panteion University of Social and Political Sciences*  
*Alexandra Hantzi, Panteion University of Social & Political Sciences*
- P02:79**      **Authoritarianism: Its virtues and vices**  
A new conception of authoritarianism based on general group processes is presented together with studies supporting that authoritarianism targets ingroup deviance, its instability between group contexts but stability within contexts, and a group process explanation of generalized prejudice.  
*Thomas Kessler, Friedrich-Schiller-University, Jena*
- P02:80**      **Collective action and gender: Understanding the gendered nature of different types of collective action**  
We examined different types of collective action on behalf of women's rights (traditional collective action, violent collective action, protective collective action), as well as how this behavior might be gendered but also influenced by expressions of gender (i.e. masculinity, femininity).  
*Helena R. M. Radke, University of Queensland*  
*Fiona Kate Barlow, University of Queensland - Matthew J. Hornsey, University of Queensland*
- P02:81**      **15 M and occupy movements: A new profile of protester?**  
We study if the movements 15M and Occupy attract a similar profile of participants, regardless of where the protest takes place. Besides, we search for what are the most significant differences that distinguish them from traditional movements of collective action.  
*Cristina Gómez-Román, University of Santiago de Compostela*  
*Xiana Vilas, University of Santiago de Compostela - Mónica Alzate, University of Santiago de Compostela - José Manuel Sabucedo, University of Santiago de Compostela.*
- P02:82**      **All you need is trust! Identifiability eases the path from online to offline collective action**  
Across two studies, we investigate how online collective may translate into offline collective action. We find that mutual identifiability of all ingroup members online facilitates such a "transfer" by promoting a sense of mutual trust.  
*Olivier Klein, Université Libre de Bruxelles*  
*Sandy Schumann, Université Libre de Bruxelles, Belgium - Karen Douglas, University of Kent*



# Poster Session 2

Wednesday July 9

16:15 - 17:15 - Atrium

- P02:83**      **The role of categorization in personal change through participation in collective action**  
Through a panel interview study (n = 28), we examined three kinds of psychological change as outcome of participation in collective action: personality, personal habits and relationships. These changes were linked to particular levels and contents of self-categorization.  
*Sara Vester gren, University of Linköping*  
*John Drury, University of Sussex, UK*
- P02:84**      **When does dual identity predict protest? The moderating roles of unfair immigration policies**  
We found that dual identities were positively associated with protest intentions only when unfair immigration policies were not salient in an experimental study among Latino immigrants to the United States.  
*Shaun Wiley, The College of New Jersey*  
*Jessica Figueroa, The College of New Jersey - Taylor Lauricella, The College of New Jersey*
- P02:86**      **Ideology and personal values can shape collective action by outsiders to group conflict**  
Outsiders to group conflict may intervene on behalf of advantaged or disadvantaged groups through collective action. In five studies, we show that social dominance and authoritarianism (1-2) and values of change and status quo (3-5) shape outsider willingness for action.  
*Alexander Saeri, The University of Queensland*  
*Aarti Iyer, The University of Queensland - Winnifred R Louis, The University of Queensland*
- P02:87**      **Let us celebrate: The effects of participation in collective gatherings on intrapersonal and intergroup outcomes**  
Four longitudinal studies assessed the effects of collective gatherings on well-being and intergroup relations. The frequency of participation and satisfaction in celebrations affected well-being and/or intergroup relations. Emotional communion, daily emotions, and perceived similarity to ingroup members mediated these effects.  
*Magdalena Bobowik, University of the Basque Country*  
*Patrycja Slawuta, New School of Social Research - Darío Páez, University of the Basque Country*
- P02:88**      **Effects of participation in collective emotional gatherings on commitment to a group and well-being**  
A longitudinal field study of positively-valenced collective expressive gathering (Spain) examined its influence on participants' emotional states. Results confirmed longitudinal increase in general well-being, social cohesion and consolidation of social beliefs which was mediated by self-transcendent emotions  
*Anna Włodarczyk, University of the Basque Country*  
*Nekane Basabe, University of the Basque Country - Larraitx Zumeta, University of the Basque Country - Darío Páez, University of the Basque Country*
- P02:89**      **Effects of cooperation goals and regulatory focus on creativity**  
This experiment examined the combined effects of cooperation/competition goals and regulatory focus on individual creativity. The results showed additive main effects on originality of ideas, such that a promotion focus and cooperation goals led to the highest level of originality.  
*Mareen Bruena, University of Twente*  
*Eric F. Rietzschel, University of Groningen - Jenny V. Bittner, University of Ulm*



# Poster Session 2

Wednesday July 9

16:15 - 17:15 - Atrium

- P02:90**      **Campus citizenship behaviours: Predicting students' pro-social actions**  
University students often have to choose between actions that benefit the collective, or themselves only. A survey distributed to 245 students showed that levels of social identity, empathy and fairness all predicted pro-social action in a university context  
*Chris Stiff, Keele University*  
*Harriet Rosenthal, Durham University*
- P02:91**      **Standing out as a winner: Outperforming others in a competitive game of cyberball or claimball.**  
"Standing out" in a virtual ballgame felt better when resulting from winning rather than losing. Winning by being thrown balls increased metaperceptions of competence and warmth, whereas winning by claiming balls only increased metaperceptions of competence, and was less satisfying.  
*Wendy de Waal-Andrews, Tilburg University*  
*Ilja van Beest, Tilburg University*
- P02:92**      **Stereotype effects in cross-cultural cooperation: A multi-national investigation**  
In three studies involving participants from 10 countries we show that people have shared beliefs (stereotypes) regarding cooperation behaviors of people from various countries. Information concerning the opponent's native country systematically influences persons' beliefs and the tendency to cooperate cross-culturally.  
*Angela Dorrough, University of Goettingen - Max Planck Institute for Research on Collective Goods*
- P02:93**      **Reactive egoism over time: Egocentric biases of perspective taking**  
Reactive egoism occurs in negotiations through biased cognitive perspective taking. Increased egotistical behavior was found by individuals predicting others as competitive. However, when others were predicted as being cooperative, mutual cooperation leads to higher overall outcomes over time.  
*Christian Bucher, University of Zurich*  
*Klaus Jonas, University of Zurich*
- P02:94**      **The moderating role of the type of social dilemma on the use of costly sanctions**  
In a series of experiments we demonstrate that sanctioning is not only determined by the type of sanction (punishment versus reward), but is also moderated by the type of social dilemma (public good dilemma versus common resource dilemma) people face.  
*Welmer E. Molenmaker, Leiden University*  
*Erik W. de Kwaadsteniet, Leiden University - Eric van Dijk, Leiden University*
- P02:95**      **Truth or slander? Reciprocity and the accuracy of morality and competence gossip**  
It has been argued that our everyday gossip bolsters cooperation by facilitating the transmission of useful reputational information. This paper supports this claim by showing that gossip is most accurate in the reputational domain that matters most for groups.  
*Kim Peters, University of Queensland*  
*Miguel Fonseca, University of Exeter - Yoshihisa Kashima, University of Melbourne*
- P02:96**      **Köhler-effect without a group? Individual motivation gains through the comparison with the own previous performance**  
Is the Köhler-effect a special case of a more general phenomenon? In two experiments we come to the conclusion that by granting participants feedback about their own prior performance subsequent motivation can be significantly enhanced analogously.  
*Alexander Stern, University of Göttingen*  
*Thomas Schultze, University of Göttingen - Stefan Schulz-Hardt, University of Göttingen*



# Poster Session 2

Wednesday July 9

16:15 - 17:15 - Atrium

- P02:97**      **Intrasexual competition in virtual reality: Tall opponents elicit more risk taking**  
Male participants competed over a date with an attractive female in a virtual reality setting. Having a tall virtual opponent (vs. a short virtual opponent) led to increased competition and risk taking.  
*Jill Knapen, VU University*  
*Thomas Pollet, VU University Amsterdam - Ron Dotsch, Radboud University Nijmegen - Mark van Vugt, VU University Amsterdam*
- P02:98**      **"Paying tax is part of life": An in-depth investigation of social influence in social interaction**  
This study looks at how normative social influence is implemented by individuals in online social interactions, as established professionals seek to influence beginners to pay their tax. The study is relevant to researchers working on social norms and social influence.  
*Diana Onu, University of Exeter*  
*Lynne Oats, University of Exeter*
- P02:99**      **Helping under the influence: Alcohol consumption accelerates decision making in the presence of others**  
In the presence of bystanders people intervene more slowly and less frequently. We reasoned and found that alcohol consumption could change this "bystander effect": Intoxicated people intervened faster in the presence of others, but were not more likely to intervene.  
*Marco van Bommel, VU University Amsterdam*  
*Jan-Willem van Prooijen, VU University Amsterdam - Henk Elffers, NSCR - Paul van Lange, VU University Amsterdam*
- P02:100**      **"Stalking is Facebook": Everyday meanings of 'Facebook stalking' among UK university students**  
We explore everyday meanings of Facebook stalking among UK university students. Although normalised as a ubiquitous practice, everyday users distinguish between 'normal' and 'creepy' stalking on Facebook. We consider the implications for campaigns against cyberstalking.  
*Jeff Gavin, University of Bath*  
*Christine Griffin, University of Bath - Adrian J. Scott, Edith Cowan University*
- P02:101**      **The inventory of individual functions of cross-cultural contact: Evidence for construct, structural and external validity**  
Following a functional approach to intergroup behavior, this talk presents five studies (total N=3484) that demonstrate construct, structural and external validity of an inventory of functions of cross-cultural contact. Future applications of the inventory for research and practice are discussed.  
*Alison E. F. Benbow, FernUniversität in Hagen*  
*Stefan Stürmer, Department of Social Psychology, FernUniversität in Hagen*
- P02:102**      **Comparative study of two ethnic groups lullabies using TAT coding**  
in this study, the content is conveyed by folk literature and the difference between two Asian group has analyzed by TAT tes coding system to know who is the hero and how the invironment introduced to children of these ethnicities.  
*Elham Fayyaz, Shahid Beheshti University*  
*Leili Panaghi, Shahid Beheshti University - Alireza Abedin, Shahod Beheshti University*





# Poster Session 2

Wednesday July 9

16:15 - 17:15 - Atrium

- P02:103**      **Experience of bi-cultural value conflicts among Muslims second generation immigrants (SGIs)**  
The research explored how does religion play a role in the lives of adult Muslims SGIs when they experienced bi-culture value conflict? The results of the qualitative study suggest that Muslim identity helps them to negotiate with cultural conflicts.  
*Mujeeba Ashraf, University of St.Andrews*  
*Sana Sheikh, university of St.Andrews*
- P02:104**      **Iranian cultural identity: crisis or transformation**  
There is a common belief in Iran that Iranians' cultural identity is in a critical state. I will present results of discourse analysis and a survey on Iranian students' cultural identity to respond to examine this belief.  
*Arash Heydari, Allame Tabatabaee University of Tehran*
- P02:105**      **Salient identity and personality: An examination of cultural primes, social identity, and self-construal**  
Social identity processes may be important in understanding personality shifts. Using a bi-cultural sample, contextual cues (language, cultural mindsets), social identification, and big 5 personality are investigated. Evidence suggests social identification mediates between the language prime and personality.  
*Hanzhang (Corie) Lin, The Australian National University*  
*Dr. Katherine Reynolds, the Australian National University*
- P02:106**      **How does the repertoire on multiculturalism affect citizens' behaviours? The majority group's point of view.**  
The perception of multiculturalism as positive, negative or neutral for the UK has been manipulated to assess if it can affect the majority group's attitudes and behaviours towards the ethnic minorities within the country.  
*Claudia Roscini, University of Greenwich*  
*Sofia Stathi, University of Greenwich - Dora Capozza, University of Padua*
- P02:107**      **Culture-level differences in the relationship between personality traits and prejudice**  
Cultural perceptions of economic roles and objectives may influence the relationship between personality and prejudice. New Zealand research demonstrates a strong relationship between self-enhancing aspects of personality and prejudice. Cross-cultural comparisons will be made, and possible mediating variables discussed.  
*Laina Isler, Victoria University of Ottawa*
- P02:108**      **Cultural decision-making: Applying priming methods to investigate the effect of culture on a social dilemma**  
To circumvent weaknesses of a cross-cultural comparison approach, we primed participants to investigate the effect of cultural mindsets on decision-making. Our two studies show that primes interacted with gender, producing outcomes in opposite directions, depending on the construct primed.  
*Nic Flinkenflögel, VU University Amsterdam*
- P02:109**      **When writing less is more: Exploring identity motives in Twitter usage in SA and UK**  
We apply motivated identity construction theory in a thematic analysis of Twitter posts by Saudi Arabian and British users. 5000 tweets from April-May 2013 were coded and analysed. Support was found for all five universal motives, with relative prominence.  
*Heyla Selim, University of Sussex*  
*Karen Long, University of Sussex*



# Poster Session 2

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P02:110

## **Cultural influences on internal face processing**

Extensive experience with faces covered by headscarves may enhance a perceiver's spontaneous reliance on internal features during unfamiliar face processing. In support of this claim, we show that Emirati perceivers outperform Americans on a standard part-whole face matching task.

***Sahar Kazemini, New York University Abu Dhabi***

*Yin Wang, New York University Abu Dhabi - Justin Thomas, Zayed University - Sophia Weissgerber, New York University - Israr Ul-Haq, New York University - Susanne Quadflieg, New York University*



# Scientific Programme

Wednesday July 9

17:15 - 18:55



S23

## Evolutionary approaches to romantic attraction and relationships

This symposium presents four talks that examine attraction and relationship processes within an evolutionary framework. Together, these talks highlight the value of integrating evolutionary approaches with classic social psychological research to test novel hypotheses in the realm of relationship science.

**Johan Karremans, Radboud University**

*Jon Maner, Florida State University*

S23:01

### Hormonal contraceptives and marital satisfaction

In a longitudinal study, wives married to less physically attractive husbands became less satisfied when they discontinued hormonal contraceptives, whereas wives married to more physically attractive husbands became more satisfied when then discontinued hormonal contraceptives.

**Jim McNulty, Florida State University**

*Michelle Russell, Florida State University - Levi Baker, Florida State University - Andrea Meltzer, Southern Methodist University*

17:15 - Aula

S23:02

### Adaptive mechanisms underlying relationship formation: Inhibiting the emergence of futile commitments

Adaptive mechanisms underlying relationships formation where examined. Results reveal that the acquisition of attitudes during mate searching is modulated by self-regulatory operations that inhibit the formation of futile romantic commitments.

**Nicolas Koranyi, University of Zurich**

*Anne Gast, University of Cologne - Klaus Rothermund, University of Jena*

17:35 - Aula

S23:03

### Implicit romantic relationship protection in the face of attractive alternative partners

The findings presented here suggest that romantically involved people process behavioural information about attractive alternative mates in a negatively biased manner, a potentially useful relationship protection mechanism.

**Johan Karremans, Radboud University**

*Mariko Visserman, Free University Amsterdam*

17:55 - Aula

S23:04

### Sexual selection, mating motives, and male aggression

Romantic attraction can come with a dark side: men often compete violently with one another over access to potential partners. This talk describes studies showing that mating primes increase men's (but not women's) aggression toward romantic rivals.

**Jon Maner, Florida State University**

*Sarah Ainsworth, Florida State University*

18:15 - Aula

# Scientific Programme

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S24

## Cooperation in intergroup conflict: In-group love and out-group hate

Six experiments and one meta-analysis show that groups refrain from the use of out-group hate in intergroup conflict if this is not needed to display in-group love.

**Hillie Aaldering, University of Amsterdam**

*Carsten K. W. de Dreu, University of Amsterdam*

S24:01

### Ingroup love and outgroup hate in intergroup conflict between real groups with varying conflict degrees

We examine intergroup conflict between soccer fans with no/weak/strong historical conflict. Outgroup hate could be expressed by harm or by help-avoidance. Stronger conflicts are associated with more help-avoidance, but not with harm.

**Ori Weisel, University of Nottingham**

*Robert Böhm, Aachen University*

17:15 - VOC zaal

S24:02

### Cooperation in nested social dilemmas: When do pro-socials extend their calculated cooperation to the out-group

Two studies show that pro-socials limit their self-sacrificial cooperation in an intergroup conflict to benefit their in-group, unless doing so substantially harms the out-group and they can invest in the collective benefit as well.

**Hillie Aaldering, University of Amsterdam**

*Femke ten Velden, University of Amsterdam - Carsten de Dreu, University of Amsterdam*

17:35 - VOC zaal

S24:03

### Emotional and behavioral reactions to risk and uncertainty

Two studies investigated how positive and negative emotions influence the tendency to harm another individual to reduce potential threat. Positive emotions inhibited aggression more than negative emotions fueled it, challenging the common view that bad is stronger than good.

**Nir Halevy, Stanford University**

17:55 - VOC zaal

S24:04

### In-group favoritism in cooperative decision making: A meta-analysis

We use meta-analysis to test theory of intergroup discrimination in cooperation from two perspectives – social identity theory and bounded generalized reciprocity. We find evidence for in-group favoritism and identify several theoretically relevant moderators, e.g. interdependence.

**Daniel Baliet, VU University**

*Junhui Wu, VU University - Carsten de Dreu, University of Amsterdam*

18:15 - VOC zaal

# Scientific Programme

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S25

## **Forget encoding! Motivational relevance determines the cognitive accessibility of information**

The symposium proposes that encoding does not necessarily activate representations. Rather, the motivational relevance of the encoded information determines the representation's accessibility and use. We present data incompatible with the classic theories of accessibility.

**Rene Kopietz, WWU Münster**

**Baruch Eitam, University of Haifa**

S25:01

### **When assimilation from priming appears or disappears: Truth relevance in communication and elsewhere**

I present evidence from research on communication for a mechanism underlying when priming assimilation effects appear or disappear—the truth relevance of audience-tuned messages. I discuss how the same mechanism underlies the classic contrast effect of verbal priming.

**Tory Higgins, Columbia University**

17:15 - Doelenzaal

S25:02

### **Exercising control boosts memory and amplifies value: effects of motivational relevance**

Exercising agency through choice leads to a greater sense of control, thus increasing motivational relevance. Across five studies we show that representations processed as outcomes of agentic action result in greater memory contingent upon sufficient motivation and amplify emotional responses.

**Ljubica Chatman, Columbia University**

**Betsy Sparrow, Columbia University**

17:35 - Doelenzaal

S25:03

### **Anticipated interaction moderates the social-tuning effect on memory**

Using Shteynberg's (2010) social-tuning paradigm, our experiment found a memory advantage for shared information only when participants were told that they would (vs. would not) later interact with induced-group members. Findings are discussed in terms of motivational relevance.

**Rene Kopietz, WWU Münster**

**Cécile Schain, WWU Münster - Garriy Shteynberg**

17:55 - Doelenzaal

S25:04

### **Blinded by irrelevance: Pure irrelevance induced "blindness"**

In two experiments we show that even when selection is unnecessary as mental resources are abundant a significant proportion of people are seemingly 'blind' to irrelevant stimulation presented for long durations and the focus of their attention.

**Baruch Eitam, University of Haifa**

**Yaffa Yeshurun, University of Haifa - Kinneret Hassan, University of Haifa**

18:15 - Doelenzaal

# Scientific Programme

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## T15 Motives and daily life

T15:01

### **Do natural landscapes reduce future discounting in humans?**

Natural landscapes reduce future discounting as opposed to urban environments. Theoretical support stems from the evolutionary theories of life history and biophilia. Implications range from personal to collective outcomes, including healthy lifestyles, sustainable resource use and population growth.

**Arianne J. van der Wal, VU University**

*Hannah M. Schade, Humboldt University - Lydia Krabbendam, VU University - Mark van Vugt, VU University*

17:15 - Universiteitstheater

T15:02

### **Implicit theories about willpower predict preference for glucose vs. artificial sweetener after self-control exertion**

We examined the effect of laytheories about willpower on the preference for sugar following a self-control task. Findings of two experiments suggest that believing in limited resources leads to increased liking of sugar, while believing in self-generating resources does not.

**Katharina Bernecker, University of Zurich**

*Veronika Job, University of Zurich*

17:35 - Universiteitstheater

T15:03

### **Online social facilitation: A Big Data approach to predicting high-stakes human performance**

The present study examined whether being the topic of conversation on Twitter predicts tennis performance during professional tournaments. Tennis players who were tweeted about more — regardless of twitter messages' valence — outperformed their opponents.

**Erik Bijleveld, Utrecht University**

17:55 - Universiteitstheater



S26

## **The psychology of sustainable consumption: Causes and possible interventions**

In this symposium we examine the psychological and socio-economic drivers of sustainable consumption in the specific domain of supermarket shopping, with a view to identifying interventions that may promote more sustainable consumption.

**Denis Hilton, University of Toulouse**

S26:01

### **Negative ingroup history reminders increase green purchasing, but ingroup identification styles determine subsequent ecologically-friendly behaviour**

A manipulation of ingroup history was found to influence ecologically-friendly purchasing. Subsequent behaviour was determined by motivations for positive distinctiveness which diverged based on the individual's mode of ingroup identification. Evidence was found for both licensing and foot-in-the-door style behaviour.

**Pamela Pensini, Friedrich Schiller University, Jena**

*Nerina J. Caltabiano, James Cook University - Ben R. Slugoski, James Cook University -*

17:15 - OMHP D0.09

# Scientific Programme

Wednesday July 9

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- S26:02**      **Can nudges influence green shopping behaviour? The case of descriptive social norms**  
Two experiments showed that descriptive social norms influenced the tendency to buy green products using a realistic online shopping portal with actually delivery of products offered to 1 in 5 participants. Low descriptive norms depressed green shopping relative to baseline.  
**Christophe Demarque, University of Toulouse**  
*Laetitia Charalambides, University of Toulouse - Denis Hilton, University of Toulouse - Laurent Waroquier, University of Toulouse*  
17:35 - OMHP D0.09
- S26:03**      **Is one gesture enough? Compliance to environmental public policy depends on number of food choices**  
The impact of policy (labelling, subsidy, and ban) is tested through a field experiment in a UK retailer. Consumers follow a balance with their own private preferences such that they make green choices in some categories rather than all.  
**Luca Panzone, University of Manchester**  
*Timothy Swanson, Graduate Institute of International and Development Studies - Jules-Daniel Wurlod, Graduate Institute of International and Development Studies*  
17:55 - OMHP D0.09
- ✕ S27**      **Social identity and climate change**  
This symposium focuses on a social identity approach to how individuals deal with climate change. All five contributions show how social identity processes affect individuals' intentions to behave climate-friendly in distinct ways.  
**Immo Fritzsche, Universitat Leipzig**  
*Philipp Jugert, University of Leipzig*
- S27:01**      **Conformity to ingroup standards: The role of group identification for adherence to environmental group norms**  
Three experimental studies were used to show that group-level self-investment (i.e. the importance of and satisfaction with the ingroup) but not self-definition (i.e. perceived similarities among ingroup members) moderated the effects of ingroup norms on respondents' intentions to behave climate-friendly.  
**Torsten Masson, Helmholtz Centre for Environmental Research (UFZ)**  
*Immo Fritzsche, University of Leipzig*  
17:15 - OMHP D1.09
- S27:02**      **Climate change injustice: Moral convictions and group identification as predictors of collective action**  
We applied the Social Identity Model of Collective Action to the context of climate change. Our results suggest differences in the SIMCA model's ability to explain the effects of minimal and maximal goal violations on collective action intentions and behavior.  
**Markus Barth, University of Leipzig**  
*Philipp Jugert, University of Leipzig - Immo Fritzsche, University of Leipzig - Markus Wutzler, University of Leipzig*  
17:35 - OMHP D1.09

# Scientific Programme

Wednesday July 9

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**S27:03**      **Responsibility for climate change as a threat to national identity**  
Messages communicating the need for action on climate change may inadvertently threaten a positive image of one's ingroup. Two studies show that when national responsibility for carbon emissions is emphasised, participants are less willing to engage in ameliorative actions.  
**Rachel I. McDonald, University of New South Wales**  
*K. H. Greenaway, University of Queensland*  
17:55 - OMHP D1.09

**S27:04**      **Understanding the role of personal and collective guilt in carbon feedback interventions**  
Two studies examine personal and collective guilt in response to carbon feedback. Participants who learn that their ingroup members emit more than they do reported greater collective guilt. This group-based guilt mediated the effects of feedback on sustainable intentions.  
**Mark A. Ferguson, University of Wisconsin-Stevens Point**  
*Nyla R. Branscombe, University of Kansas - Jeremy R. Becker, University of Wisconsin-Stevens Point*  
18:15 - OMHP D1.09



**T16**      **Ideology and political processes**

**T16:01**      **Conspiracy theories and system justification beliefs**  
People are motivated to protect their belief that the system in which they live is fair. We report three studies suggesting that conspiracy theories – theories that hidden forces threaten society – may enable people to protect this belief.  
**Daniel Jolley, University of Kent**  
*Karen Douglas, University of Kent*  
17:15 - OMHP D0.08

**T16:02**      **What really underlies emotional bias among conservatives? Negative valence or arousal?: An electrophysiological investigation**  
Two electrophysiological studies suggest that political conservatives exhibit physiological sensitivity to arousing stimuli, regardless of their valence. Past research may have confounded valence and arousal, leading to the mistaken conclusion that conservatives are sensitive to negative valence per se.  
**Shona Tritt, University of Toronto**  
*Jordan B. Peterson, University of Toronto - Elizabeth Page-Gould, University of Toronto*  
*Michael Inzlicht, University of Toronto*  
17:35 - OMHP D0.08

**T16:03**      **Regulatory focus and ideology: gaining economic profit and losing cultural security?**  
Is promotion-focused self-regulation related to economic conservatism while prevention-focused self-regulation is related to cultural conservatism? And if so, are promotion-framed political messages more convincing when used to argue for an economic conservative issue? We present encouraging results from three studies.  
**Silke Eschert, University of Tübingen**  
*Michael Diehl, University of Mannheim*  
17:55 - OMHP D0.08

# Scientific Programme

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- T16:04**      **Distracted looking up: Priming low socioeconomic status impairs executive functioning**  
Bringing an experimental approach to the psychology of inequality, three studies show that decreasing one's sense of socioeconomic status impairs performance on a range of executive functioning tasks. We discuss implications for understanding suboptimal financial decisions associated with poverty.  
*Jennifer Sheehy-Skeffington, Harvard University*  
*James Sidanius, Harvard University*  
18:15 - OMHP D0.08
- T16:05**      **Political looks**  
Not only can political attitudes be detected from faces, political looks have an impact on other social judgements and on voting decisions. Trustworthiness and likability of left- and right-looking politicians correlated with participants' political attitudes, and so did voting propensity.  
*Michaela Wänke, Universität Mannheim*  
18:35 - OMHP D0.08
- ✕ S28**      **Social and cognitive processes in majority and minority influence**  
This symposium examines social and cognitive processes underlying majority and minority influence from different, but complimentary, perspectives. The perspective changes from persuasion (Gardikiotis and Papastamou/Prodromitis), group (Prislin) to types of influence (Crano). Nemeth provides a summary and acts as discussant.  
*Robin Martin, Aston University*  
*Antonis Gardikiotis, Aristotle University of Thessaloniki*
- S28:01**      **Message elaboration and perceptions of social influence on self and others**  
Participants favor their thinking over the information about source's status while assessing the roots of majority (vs. minority) influence on self. This perception is not however connected with their actual thinking about the influential message.  
*Antonis Gardikiotis, Aristotle University of Thessaloniki*  
17:15 - OMHP F0.01
- S28:02**      **Beyond source status and attitudinal strength in majority and minority influence**  
We present the findings of 3 experimental studies that clarify some obscure points in relation to the majority or minority status of the source, the strength of the arguments of a persuasive message and the way it is elaborated.  
*Stamos Papastamou, Panteion University of Athens*  
*Gerasimos Prodromitis, Panteion University of Athens*  
17:35 - OMHP F0.01
- S28:03**      **On the value of diversity in the aftermath of (un)successful minority influence**  
In a face-to-face interaction with confederates, participants initially received minority or majority support, which was kept stable or reversed. In comparison to their stable counterparts, new majorities decreased acceptance and new minorities increased mere tolerance for diversity.  
*Radmila Prislin, San Diego State University*  
17:55 - OMHP F0.01



# Scientific Programme

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S28:04 **In-group leniency and minority influence**  
The leniency contract explains variations of findings found in research on minority influence. It is based on social categorization theory, inter-group relations, and theories of persuasion, to anticipate effects of minorities on the majority.  
**William Crano, Claremont Graduate University**  
18:15 - OMHP F0.01

S28:05 **Discussant**  
**Charlan Nemeth, University of California, Berkeley**  
18:35 - OMHP F0.01



S29 **Gender and power in contemporary mass and social media**  
In light of a changing media landscape, this symposium showcases new research on the representations of women and men across different media and the consequences associated with consuming these representations for the perceptions and treatment of self and others.  
**Sabine Sczesny, University of Bern**  
*Peter Hegarty, University of Surrey*

S29:01 **Face-ism in self-presentation on personal websites: Does gender really matter?**  
Media portrayals of men are often characterized by higher facial prominence than portrayals of women, known as face-ism. We demonstrated face-ism also in people's self-presentations on personal websites. The effect was mediated by the agency of the individual's self-concept.  
**Michèle Céline Kaufmann, University of Bern**  
*Katharina Ledermann, University of Fribourg - Sabine Sczesny, University of Bern*  
17:15 - OMHP C0.17

S29:02 **Sexualization in advertising re-framed: How empowered and submissive sexualization in ads affects women's well-being**  
Sexualization in advertising has detrimental effects on women's well-being. This research demonstrates that „modern“ portrayals of women as sexualized but empowered (vs. submissive vs. control) also diminish women's well-being (e.g., body shame, internalization of beauty standards, negative mood).  
**Martina Infanger, University of Bern**  
*Sabine Sczesny, University of Bern*  
17:35 - OMHP C0.17

S29:03 **Normalizing sexism through the consumption of "lads mags" by young british men**  
Young men who buy UK lads' mags are more sexist than their peers. Magazines' contents are hard to distinguish from rapists' justifications for their crimes. Sexist jokes about women are more acceptable to young men when attributed to lads' mags.  
**Peter Hegarty, University of Surrey**  
*Inge Blockmans, University of Surrey - Miranda Horvath, Middlesex University*  
*Maddy Coy, London Metropolitan University*  
17:55 - OMHP C0.17

S29:04 **Discussant**  
**Rachel Calogero, University of Kent**  
18:15 - OMHP C0.17

# Scientific Programme

Wednesday July 9

17:15 - 18:55

Wednesday July 9

## T17 Immigrants and immigration

- T17:01**      **Are we indispensable? How inclusive national identities shape immigrants' acculturation preferences**  
This research shows that a civic definition of national identity is associated with a preference for integration among different immigrant groups. Specifically, a civic national identity increases integration through increasing immigrants' perceived identity and functional indispensability to the national group.  
*Rita Guerra, CIS IUL (ISCTE-Lisbon University Institute)*  
*Raquel António, CIS IUL - Matthew Deegan, University of Delaware*  
*Samuel L Gaertner, University of Delaware*  
17:15 - OMHP C2.17
-  **T17:02**      **Collective identification and cognitive politicization: The case of Turkish migrants in Germany**  
Collective identities are significant predictors of cognitive politicization variables, moderated or/and mediated by collective maltreatment or/and collective efficacy. This is underpinned using qualitative and quantitative findings from a panel sample of Turkish migrants in Germany.  
*Frank Reichert, University of Bamberg*  
17:35 - OMHP C2.17
- T17:03**      **Goodbye, ingroup! Female Turkish-origin migrants' tendency to leave their threatened ingroup after stereotype activation**  
Two experiments manipulated stereotype activation and showed significant performance differences between German and Turkish-origin girls in the stereotype activation condition. In this condition participants also showed a preference of leaving the threatened ingroup and joining a positively stereotyped outgroup.  
*Sog Yee Mok, University of Konstanz - Thurgau University of Teacher Education*  
*Sarah Elisabeth Martiny, University of Konstanz - Thurgau University of Teacher Education - Kay Deaux, New York University - Ilka Gleibs, London School of Economics and Political Science - Laura Froehlich, University of Konstanz - Thurgau University of Teacher Education*  
17:55 - OMHP C2.17
- T17:04**      **Social Identity Threat reduces the cognitive performance of immigrants: a meta-analytic review**  
A meta-analysis conducted in various countries (US and Europe) on the influence of stereotype threat on the cognitive performance of immigrants is presented. The role of potential moderator variables, e.g., publication status, cultural context, and cultural identity strength is discussed.  
*Silvana Weber, Johannes Kepler University Linz*  
*Markus Appel, Universität Koblenz Landau - Nicole Kronberger, Johannes Kepler University Linz*  
18:15 - OMHP C2.17

# Scientific Programme

Wednesday July 9

17:15 - 18:55

T17:05

## Self- versus group-affirmation, acculturation ideologies and prejudice against immigrants in France

This research demonstrates the potential of self-affirmation procedure as one way to diminish the perception of immigrants as a threat and consequently prejudice against them. We present two studies conducted in France and discuss the specificity of acculturation ideologies.

**Constantina Badea, University of Paris West Nanterre**

*Verena Aebischer, University of Paris West Nanterre - David Scherman, University of California, Santa Barbara - Aarti Iyer, University of Queensland*

*Jean-François Verhac, University of Paris West Nanterre*

18:35 - OMHP C2.17



T18

## Emotion and prosocial behaviour

T18:01

### Social values and vicarious emotional dispositions as predictors of preference for different kind of charities

After validating two measures of social values and disposition to feel vicarious emotional experiences (Study 1 and 2), the results of a third study support their usefulness to predict the preference for charities aimed at pursuing global vs. personal objectives.

**Luis Ocejja, Autonoma of Madrid**

*Elena Zubieta, Universidad de Buenos Aires-CONICET - Maite Beramendi, Universidad de Buenos Aires-CONICET - Mariana Bargsted, Universidad Catolica del Norte - Sergio Salgado, Universidad de La Frontera - Agustín Espinosa, Pontificia Universidad Católica del Perú - Belén López-Pérez, University of Plymouth - Tamara Ambrona, Universidad de Burgos*

17:15 - OMHP A0.08

T18:02

### Thinking of the long term reduces dishonesty.

The study shows that operations that highlight long-term consequences decrease the likelihood of behaving dishonestly. Specifically, the amount of observed cheating decreased under conditions that encouraged participants to think of their behavior over the long-term.

**Xochitl de la Piedad Garcia, Australian Catholic University**

*Leah Kaufmann, Australian Catholic University*

17:35 - OMHP A0.08

T18:03

### Doing good by doing nothing: The influence of the default-bias on altruistic attitudes and behavior

Looking at optional tax donation policies, we found that participants held more positive attitudes towards altruistic donation when this was presented as the default. Further, this default effect can extend to encourage additional altruistic behaviour in the same domain.

**Jim, A.C. Everett, University of Oxford**

*Nadira Faulmüller, University of Oxford - Lucius Caviola, University of Basel - Guy Kahane, University of Oxford - Julian Savulescu, University of Oxford*

17:55 - OMHP A0.08

# Scientific Programme

Wednesday July 9

17:15 - 18:55

Wednesday July 9

- T18:04**      **Feeling bad and protecting the planet: Understanding the causal influence of guilt on pro-environmental behavior**  
Four experiments explore the influence of guilt on behavior. Guilt fosters pro-environmental behavior when reparation possibilities are subtly, but not blatantly provided. Additional results indicate that guilt leads attention towards reparation possibilities.  
*Aurélien Graton, Université Bordeaux Segalen*  
*François Ric, University of Bordeaux Segalen*  
18:15 - OMHP A0.08
- T18:05**      **Testing the prosocial effects of moral elevation and moral outrage**  
This paper presents findings from two empirical studies that test the prosocial effects of two of the most prototypical moral emotions - moral elevation and moral outrage. Findings show that elevation increases benevolent-relevant outcomes and outrage increases justice-relevant outcomes.  
*Julie Van de Vyver, University of Kent*  
*Dominic Abrams, University of Kent*  
18:35 - OMHP A0.08
- ✕ S30**      **Shifting the perspective on intergroup emotion: Positive and negative responses to outgroup emotional expression**  
Intergroup contexts are often charged with negative emotion. Understanding responses to emotion expressed by outgroup members may help explain why intergroup relations go awry. We consider contexts in which outgroup emotion is censured and circumstances in which it is ameliorative.  
*Jacqueline S. Smith, Yale University*
- S30:01**      **Emotional licensing: Group membership and shifting standards of emotional appropriateness**  
Norms of appropriate emotional expression shift not only with the context but also with group membership. Emotional expressions were judged as less appropriate when displayed by outgroup (vs. ingroup) members, a bias which may obstruct opportunities for cooperation and compromise.  
*Jacqueline S. Smith, Yale University*  
*Marianne LaFrance, Yale University - John F. Dovidio, Yale University*  
17:15 - OMHP F0.02
- S30:02**      **Emotion expression creates race and gender gaps in minority influence during mock jury deliberation**  
Expressing anger increased White (but not Black) opinion minorities' perceived competence and influence over majority members. Majority members also became less confident in their opinion when male opinion minorities expressed anger but more confident when female opinion minorities expressed anger.  
*Jessica M. Salerno, Arizona State University*  
*Liana Peter-Hagene, University of Illinois at Chicago - Alicia DeVault, University of Nevada, Reno*  
17:35 - OMHP F0.02

# Scientific Programme

Wednesday July 9

17:15 - 18:55

S30:03

## **De-escalating intergroup conflict through communicating group-based anger: Indications of its relational function**

The communication of group-based anger de-escalates intergroup conflict by emphasizing the importance of maintaining a positive intergroup relationship. Three studies investigated the role of empathy in this process and examined how situational factors (justice, consensus, time) might influence anger's effectiveness.

**Bart de Vos, University of Groningen**

*Martijn van Zomeren, University of Groningen - Ernestine Gordijn, University of Groningen - Tom Postmes, University of Groningen*

17:55 - OMHP F0.02

S30:04

## **Perceptions of outgroup suffering: Connecting external explanations to compassionate responses**

People sometimes respond compassionately to "potentially blameworthy" outgroups. This occurs when outgroup features are explained via external explanations. This increases perceived suffering, which triggers compassion. This mechanism is most effective when perceivers think deeply and have an expansive social identity.

**Michael J. Gill, LeHigh University**

*Michael R. Andreychik, Fairfield University - Phillip D. Getty, LeHigh University*

18:15 - OMHP F0.02

# Scientific Programme

Thursday July 10

09:00 - 10:40



S31

## The nature of self-control

This symposium offers new self-control perspectives. Two presentations focus on habits and desire as pathways to effortless self-control. Next, differences between dispositional and state self-control in ego depletion are presented. Finally, insights into underlying processes of ego depletion are offered.

**Marleen Gillebaart, Utrecht University**

S31:01

### Effortless inhibition: Self-control decreases unhealthy eating by habitually eating less snacks

We hypothesized that people with high self-control are successful as a result of having established effective routines. This notion was supported by the finding that the relation between high self-control and low unhealthy snack consumption was mediated by habit strength.

**Denise De Ridder, Utrecht University**

*Marieke Adriaanse, Utrecht University - Floor Kroese, Utrecht University - Marleen Gillebaart, Utrecht University*

09:00 - Aula

S31:02

### Diminished desire: a route to effortless self-control

Recent research has suggested effortless routes to self-control. One of these routes may be through diminished desire for temptations. Studies are presented that show that dispositional control is associated with changes in hedonic and affective processing of desirable stimuli.

**Marleen Gillebaart, Utrecht University**

*Denise de Ridder, Utrecht University*

09:20 - Aula

S31:04

### Ironie effects of self-control: Lacking experience with temptations increases vulnerability to ego depletion effects

We present three studies in support of the notion that high trait self-control increases the vulnerability to situational self-control failure after ego depletion. Less frequent inhibition of impulses in everyday life is discussed as the reason behind these ironic effects.

**Roland Imhoff, University of Cologne**

*Alexander F. Schmidt, University of Bonn - Friederike Gerstenberg, Technical University Munich*

10:00 - Aula

S31:04

### Depletion or disengagement? Attentional and behavioral control after cognitive work

According to the process model of depletion, self-control fails because of shifts in motivation and attendant shifts in attention. Here, we report three studies looking at physiological and behavioral response patterns, and investigate how depletion affects voluntary and involuntary attention.

**Michael Inzlicht, University of Toronto**

*Jennifer Gutsell, Brandeis University*

10:20 - Aula

# Scientific Programme

Thursday July 10

09:00 - 10:40



## T19 Conditioning, priming, and behaviour

T19:01

### Self-consciousness reverses the effects of nonconscious affective stimuli on persuasive message processing

Two experiments showed the impact of nonconscious affective stimuli on processing of a persuasive message. Results further indicate that the influence of positive (v. negative) primes on message processing differ as a function of participants' level of private self-consciousness.

**François Ric, University of Bordeaux**

*Theodore Alexopoulos, University Paris Descartes - Dominique Muller, University of Grenoble Alpes*

09:00 - VOC zaal

T19:02

### Based on Memory? Evaluative conditioning is sensitive to naturally occurring and experimentally induced forgetting

Evaluative conditioning (EC) is a change of liking due to pairings. This research tested predictions of a memory account of EC. It was shown that EC is disrupted by naturally occurring forgetting and by an interference manipulation that reduces memory.

**Anne Gast, University of Cologne**

09:20 - VOC zaal

T19:03

### Higher-order influences on evaluative priming: Processing goals moderate congruity effects

We show that evaluative priming is sensitive to processing goals. Processing styles encouraging the inclusion of the prime to the target yield congruity effects, whereas processing styles that enhance the exclusion of the prime from the target reduce priming effects.

**Theodore Alexopoulos, Université Paris Descartes**

*Klaus Fiedler, University of Heidelberg*

09:40 - VOC zaal

T19:04

### An associative self-anchoring account of perspective taking and implicit intergroup evaluation change

We present evidence supporting an associative self-anchoring account of implicit intergroup evaluation change following perspective taking. Adopting stigmatized group members' perspectives strengthens associative links between that group and the self, enabling a transfer of positive implicit self-evaluations to the group.

**Andrew Todd, University of Iowa**

*Pascal Burgmer, University of Cologne*

10:00 - VOC zaal



S32

## Modern-day identity threats on the career aspirations of women and minorities: Causes, consequences and interventions

This symposium brings together several different perspectives on the role of social identity threat in stigmatized groups, focusing on processes that hinder women from pursuing upward mobility in work and educational contexts.

**Colette van Laar, Leiden University**

*Pelin Gul, Leiden University*



# Scientific Programme

Thursday July 10

09:00 - 10:40

- S32:01**      **Double isolation: Perceived social pressure and gender disparities in STEM**  
We show that women considering STEM anticipate isolation not only from those within the fields but also from their peers outside them. This pressure they anticipate from outside the field steers women away from the field.  
*Sapna Cheryan, University of Washington*  
*Lauren Hudson, University of California, Berkeley - Caitlin Handron, Stanford University - Martin Ryan, University of Washington*  
09:00 - Doelenzaal
- S32:02**      **Men's roles and women's goals: Causes, consequences and complementarity**  
Are women's career goals related to their perception of men as caregivers? Across three studies, exposure to caregiving men caused women to anticipate breadwinning roles and women who envisioned themselves becoming breadwinners were more attracted to men with parenting skills.  
*Alyssa Croft, University of British Columbia*  
*Toni Schmader, University of British Columbia - Alec Beall, University of British Columbia - Mark Schaller, University of British Columbia*  
09:20 - Doelenzaal
- S32:03**      **"Ingroup Distancing" among minority women: Protection through identity affirmation**  
This study examines the conditions that lead to "ingroup distancing" among upwardly mobile Muslim women in the Dutch organizational context, and the role of group affirmation as a positive tool for reducing these identity threat responses.  
*Pelin Gul, Leiden University*  
*Colette Van Laar, Leiden University - Belle Derks, Leiden University - Naomi Ellemers, Leiden University*  
09:40 - Doelenzaal
- S32:04**      **Barriers in education and career trajectories of second generation young Muslim women: Lessons from TIES**  
A cross-national study with second-generation immigrants reveals vast differences in their work/educational outcomes, identity formations, family roles and social attitudes. Results suggest the role of education systems in determining young Muslim women's success at work/education, rather than their cultural/ethnic identities.  
*Maurice Crul, Free University Amsterdam*  
*Jens Schneider, University of Osnabruck, Germany - Frans Lelie, TIES: The Integration of the European Second Generation and Elites*  
10:00 - Doelenzaal
- S32:05**      **Discussant**  
*Jolanda Jetten, University of Queensland*  
10:20 - Doelenzaal

# Scientific Programme

Thursday July 10

09:00 - 10:40



## T20 Intergroup contact 2

- T20:01**      **When stories meet: Encountering narratives of the other in the Israeli-Palestinian conflict**  
 This study indicates that repeated exposure to the contesting narrative in intergroup conflict has the potential to change deeply-set beliefs, to give rise to a new sense of moral responsibility towards the other, and to spur action for social change.  
*Yiftach Ron, Interdisciplinary Center (IDC) Herzliya*  
 09:00 - Universiteitstheater
- T20:02**      **White sheep and black sheep: Effects of normative vs. counter-normative interactions with an outgroup**  
 We show that with normative extended contact the ingroup protagonist is evaluated positively, seen as non-threatening, typical of their group, and similar to other group members - with counter-normative contact the protagonist is evaluated negatively, seen as threatening, non-typical and nonsimilar.  
*Anja Eller, UNAM*  
*Angel Gomez, UNED*  
 09:20 - Universiteitstheater
- T20:03**      **The secondary transfer effect of contact: Longitudinal investigations into mediators, moderators, and group comparisons**  
 A three-wave longitudinal study found evidence for the secondary transfer effect amongst White, but not Coloured, South Africans, via the process of attitude generalization, but not deprovincialization. The attitude generalization path was moderated by secondary outgroup friendships for both groups.  
*Simon Lolliot, University of Oxford*  
*Miles Hewstone, Department of Experimental Psychology, University of Oxford - Katharina Schmid, Department of Experimental Psychology, University of Oxford*  
 09:40 - Universiteitstheater
- T20:04**      **Buffer or poison? The interaction of positive and negative contact**  
 Across three studies, we investigated the interaction effect of positive and negative contact on attitudes. Positive contact was found to buffer the effects of negative contact. Furthermore, the effects of positive contact were stronger at high levels of negative contact.  
*Benjamin Fell, University of Oxford*  
*Simon Lolliot, University of Oxford - Katharina Schmid, University of Oxford - Miklos Biro, University of Novi Sad - Oliver Christ, University of Marburg - Miles Hewstone, University of Oxford*  
 10:00 - Universiteitstheater
- T20:05**      **The effect of indirect contact on intergroup relations: A meta-analysis**  
 The present meta-analysis tested the effect of indirect contact on intergroup relations. We considered experimental studies of different types of indirect contact interventions. The average effect of indirect contact as well as moderators will be presented.  
*Gunnar Lemmer, Philipps-University Marburg*  
*Ulrich Wagner, University of Marburg*  
 10:20 - Universiteitstheater

# Scientific Programme

Thursday July 10

09:00 - 10:40

- ✕ S33 **Terror Management Theory: Recent trends, potential challenges and future directions**  
Terror Management Theory provides an analysis of the role that awareness of death plays in life, and has been applied to a broad range of issues. This symposium presents recent trends and challenges to TMT, and presents future avenues.  
**Bertjan Doosje, University of Amsterdam**  
*Armand Chatard, University of Poitiers and Center for Research on Cognition and Learning, Poitiers*
- S33:01 **The rationality of mortals: Analytical activities under mortality salience**  
People under mortality salience mobilize limited cognitive resources to suppress death thoughts, the same resources that are also identified by dual process theories as necessary for rational reasoning. We present new evidence that people under mortality salience are less rational.  
**Bastien Trémolière, University of Toulouse**  
*Wim De Neys, Université Paris Descartes, Paris - Jean-François Bonnefon, University of Toulouse*  
09:00 - OMHP D0.09
- S33:02 **Nuclear accident reminders lead individuals weakly concerned about environment to increase support for nuclear power**  
Nuclear accident and mortality reminders led individuals relatively unconcerned about environmental protection to more strongly support nuclear power. This effect was also found ten days later, was paralleled by increased death thought accessibility, and can be obtained with subliminal priming.  
**Leila Selimbegović, University of Poitiers and Center for Research on Cognition and Learning, Poitiers**  
*Armand Chatard, University of Poitiers and Center for Research on Cognition and Learning, Poitiers*  
09:20 - OMHP D0.09
- S33:03 **Post-traumatic nation: The impact of the Holocaust on the contemporary political attitudes of Israeli Jews**  
Holocaust reminders increase support for intergroup violence, and decrease support for reconciliation, via increased Zionism. International isolation amplifies this effect - framing the Holocaust in human, not Jewish terms moderates it. A national survey reveals the chronic Holocaustization of political attitudes.  
**Gilad Hirschberger, School of Psychology, Interdisciplinary Center (IDC), Herzliya**  
*Daphna Canetti, University of Haifa - Tsachi Ein-Dor, School of Psychology, Interdisciplinary Center (IDC) Herzliya - Tom Pyszczynski, University of Colorado, Colorado Springs*  
09:40 - OMHP D0.09
- S33:04 **"Always look on the bright side of death": Anxiety, acceptance and curiosity in mortality salience**  
In this presentation we present evidence that not all people experience anxiety when they are reminded of their mortality, but that some people experience acceptance and peace. This has important implications for their reactions to mortality salience.  
**Bertjan Doosje, University of Amsterdam**  
*Eric-Jan Klöne, University of Amsterdam - Bastiaan Rutjens, University of Amsterdam - Tom Pyszczynski, University of Colorado*  
10:00 - OMHP D0.09

# Scientific Programme

Thursday July 10

09:00 - 10:40

S33:05

## **The current state of Terror Management Theory and the future of death**

We will discuss the current status of Terror Management Theory and address questions regarding the theory. It will also consider the implications of recent scientific advances in our understanding of death for how people relate to this ubiquitous existential problem.

**Tom Pyszczynski, University of Colorado at Colorado Springs**

**Jeff Greenberg, University of Arizona**

10:20 - OMHP D0.09



S34

## **Evolved to lie?**

Dishonesty has direct social implications. One's lies can hurt others, but can also benefit them. We discuss what determines the extent to which people lie to hurt or help others, and what are the underlying psychological processes of such behaviors.

**Shaul Shalvi, Ben-Gurion University of the Negev**

S34:01

## **Social preferences and lying aversion in children**

In a sample of 7-14 year-old children, strong lie-aversion is observed at all ages. Children with stronger social preferences and concerns for efficiency are less prone to deception than selfish children, even when lying would benefit others at no cost.

**Marie-Claire Villeval, CNRS, GATE, University of Lyon**

**Valeria Maggian, University of Padova**

09:00 - OMHP D1.09

S34:02

## **Assuaging guilt and moral compromises**

Drawing on Italian and U.K. samples using sequences of die rolls and the die-under-the-cup method, people regularly lied to an extent, assuaging guilt as they did so.

**Alan Lewis, University of Bath**

09:20 - OMHP D1.09

S34:03

## **Is lying a (bad) habit?**

We study experimentally if lying is habitual. People who were tempted to lie did not reveal a habit for lying when they were no longer tempted. People induced to be honest remained honest when they were subsequently tempted to lie.

**Jeroen van de Ven, University of Amsterdam**

**Michèle Belot, University of Edinburgh**

09:40 - OMHP D1.09

S34:04

## **Tainted altruism: Strategic cheating in monetary donations to individuals and organizations**

We examine how the willingness to cheat for the benefit of others is influenced by inter-group relationships and identification with the beneficiaries. The findings suggest that people employ cheating in a strategic way to promote specific others or political ideologies.

**Shahar Ayal, Interdisciplinary Center Herzliya**

**Guy Hochman, Duke University - Uri Gneezy, UC San Diego - Dan Ariely, Duke University**

10:00 - OMHP D1.09

# Scientific Programme

Thursday July 10

09:00 - 10:40

- S34:05**      **Oxytocin promotes group serving dishonesty**  
Will people lie to benefit those they care about? What are the biological foundations for such dishonesty? A double-blind placebo-controlled experiment revealed oxytocin, a hormone related to social bonding, trust and cooperation, evokes group supporting dishonesty.  
*Shaul Shalvi, Ben-Gurion University of the Negev*  
*Carsten De Dreu, University of Amsterdam*  
10:20 - OMHP D1.09
- ✕ S35**      **The social psychology of solidarity**  
The papers in this symposium describe studies in which forms of solidarity (help, coordination, collective action) were an important factor in both group and intergroup processes. All presentations share an emphasis on social identity as a way of explaining solidarity.  
*John Drury, University of Sussex*
- S35:01**      **Solidarity and the enactment of social identity at a mass gathering**  
We investigate the different forms of solidarity between pilgrims at an Indian festival. Analysis of interview and ethnographic data show that solidarity both arises from a shared identity and allows the realisation of that identity.  
*Nick Hopkins, University of Dundee*  
*Clifford Stevenson, Queen's University Belfast*  
09:00 - OMHP D0.08
- S35:02**      **Emergent social identity and group norms predict solidarity behaviour in a disaster**  
A questionnaire survey of 1175 people affected by the 2010 earthquake in Chile found that both emergent identity and perceptions of solidarity predicted own solidarity behaviours, in line with predictions from self-categorization theory.  
*John Drury, University of Sussex*  
*Rupert Brown, University of Sussex - Roberto González, Pontificia Universidad Católica de Chile - Daniel Miranda, Pontificia Universidad Católica de Chile*  
09:20 - OMHP D0.08
- S35:03**      **National and religious identity and helping behaviour: The mediating role of empathy and altruistic values**  
Three studies involving students as well as national representative samples test the mediational role that empathy and pro-social values play in the relationships between two forms of social identity (national and religious) and helping behaviours (money, time and material donations).  
*Siugmin Lay, Pontificia Universidad Católica de Chile*  
*Roberto González, Pontificia Universidad Católica de Chile - Flavio Cortés, Pontificia Universidad Católica de Chile*  
09:40 - OMHP D0.08
- S35:04**      ***This presentation has been withdrawn***  
**Political solidarity and social change: Why (don't) men and women oppose income inequality between genders**  
Political solidarity is opposition to the status quo that spreads beyond the disadvantaged. Two experiments examine when men and women will (not) support collective efforts to reduce income inequality between genders. Implications for social change research and practice are discussed.  
*Emina Subasic, Australian National University*  
10:00 - OMHP D0.08

# Scientific Programme

Thursday July 10

09:00 - 10:40

S35:05      **Discussant**  
*Steve Reicher, University of St Andrews*  
10:20 - OMHP D0.08



**T21      Individual differences and the self**

T21:01      **Is mindfulness associated with values and attitudes?**  
This presentation considers whether mindfulness is associated with values and attitudes. A correlational study found that more mindful individuals attached greater importance to self-transcendence and openness values and were more accepting of having ambivalent attitudes.  
*Geoffrey Haddock, Cardiff University*  
*Sebastian Dummel, University of Heidelberg*  
09:00 - OMHP F0.01

T21:02      **How state mindfulness shapes self-regulatory processes in everyday life**  
This study investigated how state mindfulness influences self-regulation in everyday life. State mindfulness was associated with greater acceptance and enactment of desires as well as less regret, less guilt and more happiness after enacting a desire.  
*Malte Friese, Saarland University*  
*Wilhelm Hofmann, University of Cologne*  
09:20 - OMHP F0.01

T21:03      **Emotion differentiation, valence focus and appraisal overlap**  
Findings from two experience sampling studies showed that higher levels of emotion differentiation are related to less focus on the valence aspect of emotions and to lower overlap in appraisal patterns between people's emotions.  
*Yasemin Erbas, KU Leuven*  
*Eva Ceulemans, KU Leuven - Madeline Pe, KU Leuven, - Peter Koval, KU Leuven - Peter Kuppens, KU Leuven - University of Melbourne*  
09:40 - OMHP F0.01

T21:04      **The ideal road not taken: Regrets of action and inaction and self-discrepancy theory**  
People regret their inactions more than their actions. Focusing on the content of naturalistic regrets, we build upon Self-Discrepancy Theory to suggest that while regrets of action stem from an actual-ought self discrepancy, regrets of inaction stem from actual-ideal discrepancies.  
*Shai Davidai, Cornell University*  
*Thomas D. Gilovich, Cornell University*  
10:00 - OMHP F0.01

T21:05      **Compassion: What it is, what it isn't, and what it does**  
The emotional state referred to as "compassion" has had a long history in the social sciences. This talk will review some of this history, distinguish compassion from related constructs, and review evidence for compassion's ability to produce important behavioral responses.  
*Mark H. Davis, Eckerd College*  
10:20 - OMHP F0.01

# Scientific Programme

Thursday July 10

09:00 - 10:40



## T22 Interpersonal processes in the workplace

**T22:01 Follow the (goal of) the leader: The dynamics of achievement goal socialization**  
Two studies reveal the achievement goal socialization dynamics: the more time they spend together, the more leaders' performance goals predict those of their subordinates - leaders' performance goals predict performance-approach (vs. -avoidance) goals emergence in subordinates reporting high (vs. low) self-competence.

**Nicolas Sommet, University of Lausanne**

*Vincent Pillaud, University of Lausanne (then, from January, University of Toronto) -*

*Fabrizio Butera, University of Lausanne*

09:00 - OMHP C0.17

**T22:02 Too little too late: The effect of leaders' timing on subordinate trust and trust repair**  
In two studies, we examined the effect of leaders' delays on subordinate trust (reparation) with the offer of an apology. We found that apologies are limited in their ability to repair trust following leaders' delays.

**Lisa Lerner, Ghent University**

*Chris Reinders Folmer, Ghent University - Alain Van Hiel, Ghent University - David De Cremer, China Europe International Business School*

09:20 - OMHP C0.17

**T22:03 The dark side of white lies? Biased performance feedback and equality in the workplace**

Across four studies we show that women are given benevolent but less accurate feedback about sub-par performance, despite their desire for accuracy. Though seemingly benign, differential telling of white lies may undermine equality in the workplace through unequal information obtainability.

**Lily Jampol, Cornell University**

*Vivian Zayas, Cornell University*

09:40 - OMHP C0.17

**T22:04 Alone and unwilling to comply: Social exclusion and bullying at workplace decreases socially desirable responses**

Results of three studies indicate that being subjected to bullying is connected with lower compliance, especially after reminding workplace exclusion episodes. Findings of longitudinal study prove that compliance decreases in time as a result of being unfairly and chronically rejected.

**Malgorzata Gamian-Wilk, University of Lower Silesia**

10:00 - OMHP C0.17



## T23 Intergroup conflict

**T23:01 Attributions of negative intergroup history: Cognitive and identity-based mechanisms.**

We analysed biased explanations of intergroup history. Study 1 shows that such attributional bias is weakly related to social identity. Study 2 shows that attribution of outgroup historical behaviour has cognitive sources, whereas attribution of ingroup behaviour has identity-related causes.

**Michał Bilewicz, University of Warsaw**

*Marta Witkowska, University of Warsaw - Anna Stefaniak, University of Warsaw*

09:00 - OMHP C2.17



# Scientific Programme

Thursday July 10

09:00 - 10:40

- T23:02**      **Befriending the enemy: Outgroup friendships longitudinally predict intergroup attitudes in a neutral-setting youth intervention program**  
We tested intergroup contact theory for the largest Middle Eastern neutral-setting intervention across three years. This study provides the first longitudinal investigation of the influence of outgroup friendship formation on intergroup attitudes after participants' re-entry to their home countries.

*Juliana Schroeder, University of Chicago*

*Jane Risen, University of Chicago*

09:20 - OMHP C2.17

- T23:03**      **Historical closure and willingness to make amends in Germany and Japan after World War II**

The study is about German and Japanese post World War II perspectives. A set of hypotheses tested for differences between German and Japanese participants regarding established intergroup variables. New predictors explained unique variance in the willingness to make amends.

*Katja Hanke, Jacobs University & Bremen International Graduate School of Social Sciences*

*James H. Liu, Victoria University of Wellington*

09:40 - OMHP C2.17



- T24**      **Relationships: Interplay of self and dyadic processes**

- T24:01**      **Who is stressed? Action orientation moderates the effect of external stress on relationship satisfaction**

We could show in a dyadic data set that action-state orientation moderates the effect of stress on relationship satisfaction. The more action oriented partners are under higher levels of stress, the happier they and their partners are in their relationship.

*Sabine Backes, University of Zurich*

*Veronika Brandstätter, University of Zurich - Monika Kuster, University of Zurich*

09:00 - OMHP A0.08

- T24:02**      **Self-control matters when work spills over into the relationship**

Three studies among dual-earners using both correlational and experimental methods showed that negative work experiences are related to relationship behavior through the depletion of self-regulatory resources for individuals low in dispositional self-control, but not for individuals high in dispositional self-control.

*Esther Kluwer, Utrecht University*

*Gerdientje Danner-Vlaardingerbroek (lead author), Utrecht University - Elianne van Steenbergen, Utrecht University - Tanja van der Lippe, Utrecht University*

09:20 - OMHP A0.08

- T24:03**      **Approach/avoidance relationship goals, stress, dyadic coping and communication in dating couples**

This study examines the association between approach-avoidance relationship goals and different aspects of relationship quality (stress, dyadic coping, stress communication, and interpersonal communication). Results from dyadic analysis (N=368 couples) confirm the postulated associations and advance our understanding of relationship functioning.

*Monika Kuster, University of Zurich*

*Sabine Backes, University of Zurich - Veronika Brandstätter, University of Zurich*

09:40 - OMHP A0.08

# Scientific Programme

Thursday July 10

09:00 - 10:40

- T24:04**      **An insight on factors conditioning self-forgiveness process: a dyadic perspective**  
Based on findings from an experimental and a dyadic study, the present findings demonstrate that self-forgiveness is the result of a dyadic process, whereby both the transgressing partner's and the victimized partner's perceptions of the offense affect self-forgiveness.  
**Sara Pelucchi, Catholic University of Milan**  
*F. G. Paleari, University of Bergamo - C. Regalia, Catholic University of Milan - J. Karremans, Radboud University, Nijmegen*  
10:00 - OMHP A0.08
- T24:05**      **The influence of interpersonal dependency, guilt, and gender in close relationship conflicts**  
Three studies examined the effect of dependency, and guilt in different conflict situations as a function of gender. Results showed that, only in women, dependency was related with guilt leading forgiveness to the partner  
**Inmaculada Valor-Segura, University of Granada (Spain)**  
*Francisca Expósito, University of Granada - Miguel Moya, University of Granada*  
10:20 - OMHP A0.08
- ✕ **S36**      **The psychology of system justification: International perspectives**  
By integrating research from several European countries and New Zealand this symposium examines whether system justification is applicable in diverse socio-political contexts and how research from these societies informs our understanding of system-justifying processes. Implications for political engagement are discussed.  
**Aleksandra Cichocka, University of Kent**  
*John T. Jost, New York University*
- S36:01**      **Cross-cultural validation of the system justification scale across Europe**  
This research tests the reliability and validity of the diffuse system justification scale (Kay & Jost, 2003) as a tool to measure ideological justification in diverse contexts: the Russian Federation and three Mediterranean countries.  
**Cristina Mosso, University of Turin**  
*Virginie Bonnot, Paris Descartes University - Filippo Rutto, University of Turin - Natalia Starosvetskaya, Krasnoyarsk State Pedagogical University*  
09:00 - OMHP F0.02
- S36:02**      **Effects of system justification on emotions and emotion regulation during the 2013 Turkish protests**  
The affective underpinnings of system justification are critical for understanding system stability vs. change. Studies conducted before and during the Turkish protests demonstrated that system justification is related to emotions and emotion regulation, which inspire participation in collective action.  
**Nevin Solak, Middle East Technical University**  
*John T. Jost, New York University - Nebi Sümer, Middle East Technical University*  
09:20 - OMHP F0.02

# Scientific Programme

Thursday July 10

09:00 - 10:40

- S36:03**      **Subverting collective interests: A system justification perspective on political protest**  
We show that system-justifying beliefs dampen the effects of inequality on protest intentions (Study 1) by maintaining people's identification with those responsible for their deprivation (Study 2). Study 3 shows that political efficacy undermines protest intentions by increasing system-justifying beliefs.  
*Danny Osborne, University of Auckland*  
*Chris G. Sibley, University of Auckland*  
09:40 - OMHP F0.02
- S36:04**      **Stripped of illusions? System justification in capitalist and post-communist societies and implications for political engagement**  
Basing on comparisons of system justification process in post-Communist and Capitalist societies, we propose a new model in which system justification concurrently undermines political engagement due to low desire for social change and reinforces political engagement by fostering political efficacy.  
*Aleksandra Cichocka, University of Kent*  
*John T. Jost, New York University*  
10:00 - OMHP F0.02
- S36:05**      **Discussant**  
*Robbie Sutton, University of Kent*  
10:20 - OMHP F0.02

# Scientific Programme

Thursday July 10

11:05 - 12:45

- ✕ S37 **The psychology of social mobility for disadvantaged group members**  
This symposium presents research on the process of social mobility of disadvantaged group members, focusing on ethnicity, age, and social class. Presentations address the conditions and consequences of social mobility, both experienced and anticipated, and how these influence social identification.  
**Russell Spears, University of Groningen**  
*Marlon Nieuwenhuis, Cardiff University*
- S37:01 **Understanding psychological strategies of social mobility during times of transition**  
This talk examines the antecedents of psychological social mobility, where an individual seeks to build a connection with the majority outgroup. Two studies show that such identity change occurs when individuals' existing identities are built on a strong foundation.  
**Aarti Iyer, University of Queensland**  
*Jolanda Jetten, University of Queensland - Airong Zhang, Commonwealth Scientific and Industrial Research Organisation, Australia*  
11:05 - Aula
- S37:02 **Effects of social mobility perceptions on older adults' group identification**  
When facing ageism, older people's identification with the group of older adults vary with perceived permeability. However, the pattern of results is opposite to Social Identity Theory predictions. Should we reconceptualise permeability?  
**Bibiana Armenta, University of Groningen**  
*Katherine Stroebe, University of Groningen - Susanne Scheibe, University of Groningen - Nico W. Van Yperen, University of Groningen - Tom Postmes, University of Groningen*  
11:25 - Aula
- S37:03 **The permeability paradox: Ability can undermine social mobility because of group loyalty concerns**  
The ability to move into a high status group can exacerbate loyalty concerns by highlighting the personal responsibility of leaving the old group. Experimental research supported this explanation for why low status group members do not always take such opportunities.  
**Russell Spears, University of Groningen**  
*Michele Suhlmann, University of Groningen*  
11:45 - Aula
- S37:04 **Predictors of social mobility within the context of higher education**  
In this paper I examine how social identity factors, such as permeability and compatibility of identities, and individual ability influence social mobility among low status group members in the context of higher education in the United Kingdom.  
**Marlon Nieuwenhuis, Cardiff University**  
*Tony Manstead, Cardiff University*  
12:05 - Aula

# Scientific Programme

Thursday July 10

11:05 - 12:45



## T25 Stereotype threat

T25:01

### Counter-stereotypes attenuate the preference for strong leaders

In times of crisis strong leaders are preferred. Three studies show that challenging stereotypes attenuates the preference for strong over sensitive leaders, in regard to leadership typicality, effectiveness, and the leader's ability to initiate innovation.

**Carola Leicht, Coventry University**

*Georgina Randsley de-Moura, University of Kent - Richard J. Crisp, University of Sheffield*

11:05 - VOC zaal

T25:02

### Stereotype threat in workplace conversations and the mitigating role of gender inclusive policies

A daily diary study examined stereotype threat among professional engineers. Among women, negative conversations with men (but not women) predicted daily fluctuations in stereotype threat and burnout. However, inclusive policies predicted more positive conversations with men and reduced stereotype threat.

**William Hall, University of British Columbia**

*Toni Schmader, University of British Columbia - Elizabeth Croft, University of British Columbia*

11:25 - VOC zaal

T25:03

### *This presentation has been withdrawn*

### Compensating stereotype threat in older adults: The role of positive self perception of ageing

Effects of negative (stereotype threat) and positive information about memory performance by older adults were compared to those of a no information condition on older adult performance. Positive self-perception of ageing moderated stereotype threat effects.

**Antonio Bustillos, Universidad Nacional de Educación a Distancia**

*Rocio Fernández Ballesteros, Universidad Autónoma de Madrid - Carmen Huici, Uned*

11:45 - VOC zaal

T25:04

### Counter-stereotypes enhance creativity when need for structure is low

Epistemic motivation could determine whether stereotype violations facilitate or hamper creativity. In two experiments, following counter-stereotypic rather than stereotypic information, participants low (high) in need for structure, showed better (impeded) creative performance.

**Małgorzata Gocłowska, University of Amsterdam**

*Matthijs, M. Baas, University of Amsterdam - Carsten K.W. De Dreu, University of Amsterdam - Richard J. Crisp, University of Sheffield*

12:05 - VOC zaal

# Scientific Programme

Thursday July 10

11:05 - 12:45



S38

## Keeping grip: Coping with world changes through simplification

People increasingly have to adapt to change. Five presentations provide novel insights into how people deal with such changes through a simplification of their world in the domains of scientific beliefs, explorative behavior, religion, consumer decision-making, and climate change.

**Femke van Horen, VU Amsterdam**

*Bastiaan Rutjens, University of Amsterdam*

S38:01

### The appeal of stage theories in science

The appeal of stage theories in science increases when people's sense of order and control are experimentally reduced. Stage theories thus seem to help simplifying the world by imposing order on certain processes and phenomena.

**Bastiaan Rutjens, University of Amsterdam**

*Frenk van Harreveld, University of Amsterdam - Joop van der Pligt, University of Amsterdam*

*- Loes Kreemers, University of Amsterdam - Marret Noordewier, Leiden University*

11:05 - Doelenzaal

S38:02

### Relating the need for predictability to interest in exploring the unknown

People need predictability and like familiarity. However, people are also curious creatures and actively explore novel and unfamiliar things. How do these apparently opposite desires relate? It appears to be key to take the temporal dynamics of sense-making into account.

**Marret Noordewier, Leiden University**

11:25 - Doelenzaal

S38:03

### Don't Stop Believing: Rituals decrease anxiety and improve performance.

People often feel anxious when called upon to perform. Across five experiments using physiological, self-report, and behavioral measures, we find that performing a pre-performance ritual decreases anxiety and improves subsequent performance on public speaking, singing, and math tasks.

**Alison Wood Brooks, Harvard Business School**

*Juliana Schroeder, University of Chicago - Jane Risen, University of Chicago - Francesca Gino, Harvard Business School - Adam Galinsky, Columbia University - Michael Norton, Harvard Business School - Maurice Schweitzer, Wharton School*

11:45 - Doelenzaal

S38:04

### Be concrete! The persuasiveness of concrete product descriptions under uncertainty

We test whether uncertainty affects the appeal of concrete versus abstract usage of language in product communications. Results indicate that uncertainty, but not certainty, leads to a more positive evaluation and a higher willingness to pay for products described concretely.

**Femke van Horen, VU Amsterdam**

*Michaela Wänke, University of Mannheim - Thomas Mussweiler, University of Cologne*

12:05 - Doelenzaal

S38:05

### Climate paralysis: When preserving a hospitable world conflicts with preserving a certain and just world.

The results of four studies suggest that people perceive actions needed to mitigate climate change to threaten the need for subjective certainty, and actions needed to adapt to climate change to threaten the need for a just world.

**Robert Sutton, University of Kent**

*Rachel M. Calogero, University of Kent*

*Christopher Sibley, University of Auckland*

12:25 - Doelenzaal

# Scientific Programme

Thursday July 10

11:05 - 12:45



S39

## Minority and non-prototypical leaders: When and how can they prevail?

Social identity theory of leadership confirms group prototypical leaders are unequivocally influential. This symposium questions the universality of this claim, identifying when non-prototypical leaders are influential and what the effects of their influence may be.

**David Rast, III, University of Sheffield**

*Michael Hogg, Claremont Graduate University*

S39:01

### Leaders in the numerical majority or minority: Different effects on decision-making and attitudes

Two sources of influence often co-occur in real-life groups: leadership and numerical support. We present several studies showing that a leader increases compliance when in the majority but increases conversion when in the minority.

**Robin Martin, Aston University**

*Antonis Gardikiotis, Aristotle University of Thessaloniki - Miles Hewstone, Oxford University - Geoff Thomas, Aston University*

11:05 - Universiteitstheater

S39:02

### Leading in uncertain times: Sometimes it's good to be new

This research examines leader support in times of uncertainty. Four studies show that prototypical leaders are preferred, but non-prototypical leaders who are newly installed gain support when followers are uncertain.

**David Rast, III, University of Sheffield**

*Amber M. Gaffney, Claremont Graduate University - Michael A. Hogg, Claremont Graduate University - Richard J. Crisp, University of Sheffield*

11:25 - Universiteitstheater

S39:03

### Contesting gender stereotypes stimulates generalized fairness in the selection of leaders

Exposure to counter-stereotypic gender roles can reduce biased gender stereotypes. Three studies confirmed that after exposure to a counter-stereotypic gender role model, group prototypicality no longer predicted leadership evaluation and selection.

**Georgina Randsley de Moura, University of Kent**

*Carola Leicht, Coventry University - Richard J. Crisp, University of Sheffield*

11:45 - Universiteitstheater

S39:04

### Team-oriented leader behavior: Influences of group prototypicality and group norm

Situational factors influence leader team-oriented behavior. We present an experimental study showing that team-prototypical leaders follow group norms, whereas non-prototypical leaders show self-interest behavior independent of the group norm.

**Steffen Giessner, Erasmus University**

*Daan van Knippenberg, Erasmus University*

12:05 - Universiteitstheater



# Scientific Programme

Thursday July 10

11:05 - 12:45

- ✕ S40 **Motivated empathy: A person x situation perspective**  
Over the past decade, research suggests that failures of empathy are due to deficits in empathetic capacity. The present symposium an alternative view, exploring the central role that motivational factors play in governing empathic experiences.  
**Daryl Cameron, University of Iowa**  
*Jamil Zaki, Stanford University*
- S40:01 **Theories of empathy modulate engagement with others' emotions and decrease the "empathy gap"**  
We manipulated individuals' lay theories of empathy as either a fixed trait or a malleable skill. A malleable, as compared to fixed, theory induced individuals to engage more with others' emotions, especially when doing so was challenging.  
**Jamil Zaki, Stanford University**  
*Karina Schuman, Stanford University - Carol Dweck, Stanford University*  
11:05 - OMHP D0.09
- S40:02 **Increasing motivation to care about others leads to empathetic behavior in undergraduates higher in psychopathy**  
Psychopathy predicts lack of concern for others. It is unclear whether this stems from differences in ability or motivation. In a gambling task for self and others, high-psychopathy participants showed concern for in-group others, indicating the role of motivation.  
**William A. Cunningham, University of Toronto**  
*Nathaniel L. Arbuckle, University of Ontario Institute of Technology*  
11:25 - OMHP D0.09
- S40:03 **The emotional cost of humanity: Anticipated exhaustion and emotion regulation predict dehumanization**  
In this talk, I describe how dehumanization results from motivated compassion regulation. I will present four experiments which show that dehumanization is strongest for people who are motivated to avoid emotional exhaustion and who have the ability to regulate emotions.  
**Daryl Cameron, University of Iowa**  
*Lasana Harris, Duke University - Keith Payne, University of North Carolina at Chapel Hill*  
11:45 - OMHP D0.09
- S40:04 **The self-dehumanizing consequences of lacking compassion**  
What are the personal costs of acting without empathy and compassion for others? I will present research demonstrating that lacking empathy and compassion for others dehumanizes the self. I will also show that this self-dehumanization motivates pro-social responses towards others.  
**Brock Bastian, University of New South Wales**  
12:05 - OMHP D0.09

# Scientific Programme

Thursday July 10

11:05 - 12:45



S41

## **The brighter side of threat: How uncertainty and distrust can yield positive outcomes**

This symposium will highlight recent work that demonstrates how threat-compensation efforts can elicit positive and evolutionarily adaptive outcomes such as enhanced creativity, higher levels of prosocial behavior, and diminished reliance on stereotypes.

**Keith Markman, Ohio University**

*Kimberly Rios, Ohio University*

S41:01

### **A (creative) portrait of the uncertain individual: Self-uncertainty and individualism enhance creative performance**

Across four studies, we demonstrate that uncertainty about the self positively affects creative task performance among individualists, and that being induced (versus not induced) to perceive oneself as creative can help individualists restore a threatened sense of self-certainty.

**Kimberly Rios, Ohio University**

*Keith Markman, Ohio University - Juliana Schroeder, University of Chicago - Elizabeth Dyczewski, Ohio University*

11:05 - OMHP D1.09

S41:02

### **Reactive approach motivation (RAM) to threat and promoting prosocial outcomes**

Reactive approach motivation (RAM) theory holds that threats cause anxiety and defenses reflect approach motivation states that relieve anxiety. We present evidence for RAM and suggest that salient prosocial ideals can direct RAM towards more prosocial outcomes.

**Kyle Nash, University of Basel**

*Ian McGregor, York University - Mike Prentice, University of Missouri - Karina Schumann, Stanford University - Mike Ross, University of Waterloo*

11:25 - OMHP D1.09

S41:03

### **Adaptive outcomes of meaning violation and meaning compensation**

In contrast with much of the 'threat-compensation' literature, this talk presents the adaptive, performance oriented outcomes of meaning violation and meaning compensation. These outcomes include enhanced attention, comprehension and puzzle-solving.

**Travis Proulx, University of Tilburg**

11:45 - OMHP D1.09

S41:04

### **When distrust frees your mind from stereotyping and safeguards your memory from intrusions**

We investigate how distrust reduces stereotyping and enhances memory. Three experiments demonstrate that distrust reduces the stereotypicality of person judgments and protects memory from false contents. A comparison focus on dissimilarities is proposed as the underlying information processing mechanism.

**Ann-Christin Posten, Harvard University**

*Thomas Mussweiler, University of Cologne*

12:05 - OMHP D1.09

# Scientific Programme

Thursday July 10

11:05 - 12:45



## T26 Judgement and decision making

- T26:01**      **Stacking the jury: Legal professionals intuitively select jurors according to implicit racial bias**  
In an examination of juror selection processes, American legal professionals were randomly assigned different roles for a mock trial. Prosecutors and defense lawyers tended to intuitively select jurors with levels of implicit racial bias that worked in their favor.  
*Mike Morrison, University of Western Ontario*  
*Bertram Gawronski, University of Texas at Austin*  
11:05 - OMHP D0.08
- T26:02**      **The secret life of metacognition: Public self-awareness reduces the effect of metacognitive experience on judgment**  
We present three studies demonstrating that a state of public self-awareness – the awareness of oneself from the imagined perspective of others – reduces the influence of metacognitive experiences of processing fluency and ease-of-recall on human judgments.  
*Tom Noah, The Hebrew University of Jerusalem*  
*Yaacov Schul, The Hebrew University of Jerusalem - Ruth Mayo, The Hebrew University of Jerusalem*  
11:25 - OMHP D0.08
- T26:03**      **"I know the rule, but I'll just go with my gut"**  
Two experiments test the hypothesis of explicit heuristic information use despite normative knowledge, through conscious conflict. Results support this assumption and suggest people might be "resolving conflict" by sustaining their answers on explicit heuristic use, despite recognizing its lower reliability.  
*Filipe Loureiro, ISPA - Instituto Universitário*  
*Garcia-Marques, T., ISPA - Instituto Universitário (Lisbon)*  
11:45 - OMHP D0.08
- T26:04**      **I touched it thus I like it: Object's valence is altered through haptic experience**  
We test the heuristic of contagion by self that leads people to view objects as "contaminated" through touch. Attitudes towards negative objects become more positive when participants touch them, since touch creates an association between the object and the self.  
*Michał Parzuchowski, University of Social Sciences and Humanities Campus in Sopot*  
*Wiesław Baryła, University of Social Sciences and Humanities Campus in Sopot - Bogdan Wojciszke, University of Social Sciences and Humanities Campus in Sopot*  
12:05 - OMHP D0.08
- T26:05**      **Exploring the dual nature of utility**  
In an attempt to investigate the psychological nature of economic utility, we propose a dual-utility model that specifies different psychological components and their underlying mechanisms.  
*Fritz Strack, University of Würzburg*  
*Michael Zürn, University of Würzburg*  
12:25 - OMHP D0.08

# Scientific Programme

Thursday July 10

11:05 - 12:45



S42

## The psychophysiology of self-regulation

We explore how psychophysiological measures can enrich theory and research on self-regulation drawing on motivational intensity theory, the implicit-affect-priming-effort model, fantasy-realization theory, the model of action vs. state orientation, and the strength model of self-control.

**A. Timur Sevincer, University of Hamburg**

*Gabriele Oettingen, New York University and University of Hamburg*

S42:01

### Fatigue influence on self-regulatory restraint: A motivation intensity theory perspective

I will discuss research from my laboratory concerned with fatigue (performance resource depletion) influence on effort in people confronted with performance challenges, considering implications for self-regulatory (i.e., behavioral) restraint.

**Rex Wright, University of North Texas**

*Stephanie D. Agtarap, University of North Texas*

11:05 - OMHP F0.01

S42:02

### Implicit affect and the intensity of motivation: New insights

New experiments on the implicit-affect-priming-effort model (Gendolla, 2012) contrasting the impact of implicit and explicit affective cues and the impact of different types of negative affect on effort-related cardiac response in cognitive tasks.

**Guido H. E. Gendolla, University of Geneva**

11:25 - OMHP F0.01

S42:03

### Mental contrasting and transfer of energization

The self-regulatory strategy of mental contrasting successfully solving a given task with obstacles standing in its way elicited physiological energization that translated into physical effort (Study 1) and mental effort (Study 2) in an unrelated task.

**A. Timur Sevincer, University of Hamburg**

*Gabriele Oettingen, New York University and University of Hamburg*

11:45 - OMHP F0.01

S42:04

### Implicit self-regulation of cardiovascular arousal: The moderating role of action orientation

In two studies, action orientation predicted faster recovery from stress as assessed by finger temperature (Study 1) or heart rate (Study 2). Conscious attention to the body disrupted physiological regulation among action-oriented individuals.

**Sander L. Koole, VU University Amsterdam**

*Caroline Schlinkert, VU University Amsterdam - Mattie Tops, VU University Amsterdam*

12:05 - OMHP F0.01

S42:05

### Psychophysiological consequences of exercising self-control

Acts of self-control may shift one's motivational orientation. Exercising control increased relative left-frontal brain activation (Study 1) and reduced startle responses to positive images (Study 2). Both patterns suggest increased reward sensitivity after exercising self-control.

**Brandon J. Schmeichel, Texas A&M University**

*Adrienne Crowell, Texas A&M University*

12:25 - OMHP F0.01

# Scientific Programme

Thursday July 10

11:05 - 12:45



S44

## The role of morality in collective action participation and social change

This symposium brings together researchers working on establishing the role of moral considerations in collective action participation and related topics such as mobilization and radicalization. It showcases the cutting edge research in this field.

**Maarten Zaal, University of Exeter**

*Emma Thomas, Murdoch University*

S44:01

### Moral motivation as a unique core motivation for collective action

In this talk I review recent evidence for four core motivations for collective action (morality, identity, unfairness, and efficacy - Van Zomeren, 2013), with emphasis on how moral motivation is based in violations of subjectively absolute standards.

**Martijn Van Zomeren, University of Groningen**

11:05 - OMHP C0.17

S44:02

### Morality's potential to motivate collective action and social change

We present findings on the malleability and context-dependency of moral foundations and judgments, and morality's potential to motivate collective action and social change. Different kinds of threat lead to shifts in morality, and these shifts motivate support for social justice.

**Bernhard Leidner, University of Massachusetts**

*Emannuele Castano, New School for Social Research - Peter Kardos, University of Massachusetts Amherst*

11:25 - OMHP C0.17

S44:03

### You're either with us or against us: How politicization affects individuals' relation with others

Three studies investigated how politicization affects individuals' responses to attitudinally similar and dissimilar others. To the extent politicization implied holding a moral conviction about the cause, the politicized tended to respond negatively to individuals less committed to this cause.

**Maarten Zaal, University of Exeter**

*Reem Saab, American University, Beirut - Kerry O'Brien, Australian National University - Carla Jeffries, University of Southern Queensland - Manuela Barreto, University of Exeter - Colette van Laar, Leiden University*

11:45 - OMHP C0.17

S44:04

### Moral positions and strategic decisions about collective action are negotiated through social interaction

Strategic decisions and moral positions are important in promoting political and radical actions. Two studies show that strategic and moral frameworks for action are articulated through social interaction.

**Emma Thomas, Murdoch University**

*Craig McGarty, Murdoch University - Winnifred Louis, University of Queensland*

12:05 - OMHP C0.17

S44:05

### Discussant

**Colin Leach, University of Connecticut**

12:25 - OMHP C0.17

# Scientific Programme

Thursday July 10

11:05 - 12:45



S43

## Current directions in narcissism research

This symposium presents current research on narcissism from multiple perspectives - namely cultural, intergroup as well as individual. It includes emerging theories in this area and also discusses recent findings regarding narcissists' reactions to self-image threats at group and individual level.

**Barbara Nevicka, University of Amsterdam**

S43:01

### Communal narcissism in socio-cultural context

Agentic narcissists satisfy grandiosity, entitlement, and power in agentic domains, communal narcissists in communal domains. Communal narcissists perceive themselves as high, but are perceived as low, in communion. East-Asians self-enhance on communal domains the greater their passion for their culture.

**Constantine Sedikides, University of Southampton**

Jochen Gebauer, Humboldt-Universität zu Berlin, Germany - Huajian Cai, Chinese Academy of Sciences

11:05 - OMHP C2.17

S43:02

### Narcissism and geek culture: Testing the great fantasy migration hypothesis

Several alternative cultures, commonly referred to as "geek" cultures, have become more prominent in recent years. We developed the Geek Culture Engagement Scale (GCES) to assess this and found that it predicted narcissism along with related personality constructs.

**W. Keith Campbell, University of Georgia**

Jessica L. McCain, University of Georgia

11:25 - OMHP C2.17

S43:03

### Collective narcissism as predictor of retaliatory intergroup aggression towards those who threaten the in-group's image

Collective narcissism predicts retaliatory intergroup hostility when in-group's image is threatened by criticism or insufficient acknowledgement by others. The effect of collective narcissism is mediated by the perception of in-group criticism (or lack of the deserved recognition) as personally threatening.

**Agnieszka Golec de Zavala, Goldsmiths, University of London**

Aleksandra Cichocka, University of Kent - Irena Iskra-Golec, Jagiellonian University

11:45 - OMHP C2.17

S43:04

### Reducing narcissistic aggression

Narcissists behave aggressively when their egos are threatened. This research shows that two approaches are effective in reducing narcissistic aggression: (1) increasing the overlap between narcissists and their aggression targets, and (2) buttressing the fragile self-esteem of narcissists.

**Brad Bushman, The Ohio State University**

Sara Konrath, University of Michigan - Keith Campbell, University of Georgia

12:05 - OMHP C2.17

S43:05

### Threatening the ego of a narcissist fuels performance

When narcissistic individuals perceive an ego threat they tend to react with aggression. However, we find that narcissists can also utilize a different strategy in order to deal with threats to their self-image, namely exhibiting superior performance.

**Barbara Nevicka, University of Amsterdam**

Femke S. Ten Velden, University of Amsterdam - Matthijs Baas, University of Amsterdam

12:25 - OMHP C2.17

# Scientific Programme

Thursday July 10

11:05 - 12:45



## T27 Coping and solidarity within groups

- T27:01**      **Perceived pervasiveness of moral evaluations and willingness to repair moral image**  
Across five studies, we show the power of moral evaluations as intra-group regulation tools, proposing and finding that people care about moral evaluations because they are perceived as pervasive, and that this actually reflects an intra-group behavioral regulation process.  
**Stefano Pagliaro, Seconda Università degli studi di Napoli**  
Naomi Ellemers, Leiden University - Manuela Barreto, University of Exeter - Cecilia Di Cesare, Università di Chieti-Pescara  
11:05 - OMHP A0.08
- T27:02**      **Strategic information sharing: the role of power construals and buttons**  
People construing power as responsibility share more (unique) information than people construing power as opportunity. An additional 'Trust' button shifted the focus more to the social and therefore more responsible aspects of sharing and increased the sharing of (unique) information.  
**Nicoleta Balau, VU University Amsterdam**  
Sonja Utz, Knowledge Media Research Center (KMRC), Tübingen  
11:25 - OMHP A0.08
- T27:03**      **The emergence of group influence on self-definition and self-investment: A multi-level approach to in-group identification**  
The present research takes a novel multi-level modeling statistical approach to in-group identification. We explore the role of intra-group interaction in the emergence of group influence on two dimensions of in-group identification: self-definition and self-investment.  
**Lise Jans, University of Groningen**  
Lise Jans, University of Groningen - Colin W. Leach, University of Connecticut - Randi Garcia, Princeton University - Tom Postmes, University of Groningen  
11:45 - OMHP A0.08
- T27:04**      **We are in this together: Physical activity and social identity**  
Two studies examined the role of group identification, social identity complexity and personal factors on physical activity. Results suggest that identification with an exercise referent group and how individuals construe their identity impact exercise. Implications for health promotion are discussed.  
**Fiona Grant, Claremont Graduate University**  
Michael A. Hogg, Claremont Graduate University  
12:05 - OMHP A0.08
- T27:05**      **Stigma-by-association, burden, psychological distress, quality-of-life, and coping among family members of people with mental illness**  
The relationships between stigma by association, other perceived family burdens created by debilitating conditions, psychological distress, and quality of life among family members of people with a mental illness were examined. Coping strategies used by family members were also explored.  
**Remko Van der Sanden, Maastricht University**  
Arjan E.R. Bos Open University - Sarah E. Stutterheim, Open University - John B. Pryor, Illinois State University - Gerjo Kok, Maastricht University  
12:25 - OMHP A0.08



# Scientific Programme

Thursday July 10

11:05 - 12:45



## T28 Group and social issues

- T28:01**      **Perceptions of crowd safety at the 2012 Hajj: A social psychological model**  
 A survey of 1194 pilgrims at the Hajj found that perceived support mediated effects of social identity on perceived crowd safety, and that the only people for whom density reduced safety were those low in identification with the crowd.  
*Hani Alnabulsi, University of Sussex*  
*John Drury, University of Sussex*  
 11:05 - OMHP F0.02
- T28:02**      **Posting against science – The case of the violent video games debate**  
 The results of this research demonstrate the crucial role of social identity in the evaluation and the communication of group-relevant scientific findings in Web 2.0.  
*Peter Nauroth, Philipps-Universität Marburg*  
*Mario Gollwitzer, Philipps-Universität Marburg*  
 11:25 - OMHP F0.02
- T28:03**      **Different coping for different folks? How group identification protects well-being among racial and sexual minorities.**  
 Blacks and gay people were sampled to examine whether group-based coping options account for positive association between minority identification and well-being. For gays individual mobility and ingroup social support were unique mediators. For Blacks collective action was a unique mediator.  
*Robert Outten, Institute of Social Sciences-University of Lisbon*  
*Michael Schmitt, Simon Fraser University*  
 11:45 - OMHP F0.02
- T28:04**      ***This presentation has been withdrawn***  
*Social identity complexity as a moderator for the relationship between social identities and mental health*  
 A community study in Canberra, Australia (N=918) found that the relationship between social identification and mental health was moderated by people's social identity complexity across community, home and work contexts. Implications for theory and health promotion are discussed.  
*Lean OBrien, University of Canberra*  
*Professor Helen Berry, University of Canberra*  
 12:05 - OMHP F0.02
- T28:05**      **The impact of gendered contextual norms on the relationship between gender identity and career aspirations**  
 Across two studies, contextual gender norms moderated the relationship between gender and career aspirations. This demonstrates the contextual malleability of career aspirations, and has implications for understanding the career choices made by men and women.  
*Katharine McAtamney, University of Bath*  
*Laura G. E. Smith, University of Bath - Edmund Keogh, University of Bath*  
 12:25 - OMHP F0.02



# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

- P03:01**      **Cultural differences in the social perception of smiling individuals - study of 38 cultures**  
 Previous studies on social perception reveal that on many dimensions smiling individuals are perceived more positively than non-smiling ones. Experiment carried out in 38 countries reveals that in some conditions smiling individuals may be perceived less favourably than non-smiling individuals.  
*Kuba Kryś, Polish Academy of Sciences*
- P03:02**      **Trait and state authenticity across cultures**  
 We investigated whether authenticity in both its forms — trait and state — transcend culture. Results uncovered common ways of experiencing authenticity and inauthenticity across the four cultures (i.e., China, India, Singapore, US), while also showing country-specific idiosyncrasies.  
*Letitia Slabu, Middlesex University*  
*Alison Lenton, University of Southampton, School of Psychology - Constantine Sedikides, University of Southampton, School of Psychology - Martin Bruder, University of Konstanz, School of Psychology*
- P03:03**      ***This presentation has been withdrawn***  
*From social class to self-efficacy: The internalization of low social status pupils' position*  
 In two studies, self-efficacy mediated the link between children' socioeconomic status and math performances. Thus, a seemingly psychological factor (i.e., self-efficacy) actually depends on social status and further explains the relationship between socioeconomic status and students' performance at school.  
*Virginie Wiederkehr, UBP - LAPSCO*  
*Sébastien Chazal, Clermont University, Blaise Pascal University - Céline Darnon, Clermont University, Blaise Pascal University & University Institute of France - Serge Guimond, Clermont University, Blaise Pascal University - Delphine Martinot, Clermont University, Blaise Pascal University*
- P03:04**      **School culture and ethnic achievement gap: The Turkish minority in France**  
 Cultural mismatch between Turkish families and French school norms was examined. Teachers valued individualism more than Turkish, but not French parents. Moreover, Turkish pupils were less individualistic than French pupils although this gap was reduced after socialization within the system.  
*Maria Cristina Aelenei, LAPSCO, Blaise Pascal University*  
*Céline Darnon, Clermont University, Blaise Pascal University & University Institute of France - Delphine Martinot, Clermont University, Blaise Pascal University*
- P03:05**      **Ageism in Serbia – Do we discriminate the “wise ones”**  
 The paper deals with the ageism in Serbia, as well as its relations with other prejudices, more commonly researched. The results show that most important correlates of ageism were self-esteem, authoritarianism, SDO and social identity salience.  
*Vladimir Mihic, University of Novi Sad*
- P03:06**      **The influence of aging on sequential decision making: The role of cognitive and motivational factors**  
 The aim of the study was to investigate the role of age and cognitive closure in the performance of the sequential decision making task. The results showed poorer performance of older adults. However, older adults showed also interesting compensatory mechanisms.  
*Grzegorz Sedek, University of Social Sciences and Humanities*  
*Klara Rydzewska, University of Social Sciences and Humanities*



# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

P03:07

## The bystander effect in preschool children

We provide the first experimental evidence for a bystander effect in 5-year-old children. A control condition revealed that the mere presence of bystanders is not sufficient - the bystanders need to be able to help and yet neglect to do so.

**Maria Plötner, Max Planck Institute for Evolutionary Anthropology**

*Harriet Over, University of York - Malinda Carpenter, Max Planck Institute for Evolutionary Anthropology - Michael Tomasello, Max Planck Institute for Evolutionary Anthropology*

P03:08

## Adolescent trust is related to peer influenced risk taking

In the present study we explore if the relation between adolescent trust and risk taking is moderated by the social context. The results show that trust was only related to peer influenced risk taking and not to non-social risk taking.

**Jeffrey Derks, VU University Amsterdam**

*Nikki Lee, VU University Amsterdam - Lydia Krabbendam, VU University Amsterdam*

P03:09

## Children's reasoning about the changeability of self-invented versus pre-existing game rules

Young children understand social norms mostly as unchangeable laws. However, this understanding usually arises through their interactions with authorities. When children create social norms on their own with peers, they reveal a much richer and flexible understanding of these norms.

**Susanne Göckeritz, Max Planck Institute for Evolutionary Anthropology**

*Marco F.H. Schmidt, Max Planck Institute for Evolutionary Anthropology - Michael Tomasello, Max Planck Institute for Evolutionary Anthropology*

P03:10

## Understanding the relationship between maternal' subtle and flagrant prejudice and children' racial attitudes

Three correlational and one quasi-experimental studies are presented investigating the role of maternal ethnic attitudes on their children's racial bias (aged 6 to 10), in an attempt to understand this relationship at an explicit and implicit level.

**Rita Correia, CIS / ISCTE - Lisbon University Institute**

*Maria Benedicta Monteiro, Psychology Department - ISCTE - Lisbon University Institute*

P03:11

## Will you sync with me? Interpersonal coordination and individual differences

Individuals spontaneously entrain to interaction partners' movement rhythms during social exchange, with research revealing beneficial social consequences (e.g., affiliation, rapport, cooperation). The current work explores how individual differences (i.e., in social motives, social anxiety) influence the degree of interpersonal synchrony.

**Lumsden Joanne, University of Aberdeen**

*Lynden K. Miles, University of Aberdeen - Michael J. Richardson, University of Cincinnati - C. Neil Macrae, University of Aberdeen*

P03:12

## Relational complementarity fulfills fundamental motivations to belong, control and trust in social interactions

We test the hypothesis that social situations where people act in complementarity with one another - jointly completing their interaction by combining mutually congruent action - (vs. non-complementarity) increase their sense of belonging, control and trust in that relationship.

**Nuno Costa, Centre for Psychological Research and Social Intervention, Lisbon University Institute**

*Sven Waldzus, Centre for Psychological Research and Social Intervention, Lisbon University Institute - Alan Page Fiske, University of California Los Angeles*



# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

- P03:13**      **A step too far? Exploring the ergogenic effects of interpersonal synchrony.**  
 Interpersonal synchrony shapes social cognitive functioning in a way that enhances sociality and group cohesion. The present work demonstrated that such effects extend beyond strictly social outcomes whereby periods of coordinated activity were less physically demanding than equivalent asynchronous actions.  
*Lynden K. Miles, University of Aberdeen*  
*Joanne Lumsden, University of Aberdeen*
- P03:14**      **Multimodal dynamics during natural language**  
 We present preliminary work that seeks to integrate multiple behavioral channels to further our understanding of multimodal language. While participants talk, we track eyes, speech, body, and brain. Results suggest that human interaction is a flexible, adaptive process.  
*Rick Dale, University of California*
- P03:15**      **Blue collar agents: How interaction-dominant dynamics give rise to social behavior**  
 This talk will overview a program of research suggesting performance differences under stereotype threat arise from the self-organization of performance, such that social processes operate to differentially alter coordination between individuals and task constraints for members of different groups.  
*Brian A. Eiler, University of Cincinnati*  
*Rachel W. Kallen, University of Cincinnati*
- P03:16**      **Behavioral Dynamics of Joint Action and Social Movement Coordination: Theory, Modeling and Implications.**  
 I will review recent research on the self-organizing dynamics of joint-action and social movement coordination and present a nonlinear dynamical modeling strategy for better understanding how the dynamics of physical social activity related to ongoing social cognitive interaction and  
*Michael J. Richardson, University of Cincinnati*
- P03:17**      **Shared Reality Theory: Reintegrating the concept of recognition**  
 Drawing upon early concepts of Shared Reality, philosophical recognition concepts and research on being understood, we argue that recognition and consensus lead to Shared Reality and outline why and how to reintegrate recognition into Shared Reality Theory.  
*Cecily French, Ludwig-Maximilians-Universität Munich*  
*Rudolf Kerschreiter, Freie Universität Berlin*
- P03:18**      **Establishing shared reality via recognition: empirical evidence for differential effects of recognition and consensus**  
 Three studies introduce a novel paradigm for exploring differential effects of recognition and consensus on indicators and consequences of Shared Reality and offer empirical evidence for the theoretical notion that Shared Reality emerges from recognition as well as consensus.  
*Rudolf Kerschreiter, Freie Universität Berlin*  
*Cecily French, Ludwig-Maximilians-Universität Munich - Philipp Sckopke, Ludwig-Maximilians-Universität Munich*



# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

- P03:19**      **Creating shared reality in internet communication: Conditions for audience-tuning effects on memory**  
Exploring boundary conditions of creating shared reality via online communication with a beforehand unknown partner, we found that the audience tuning effect on communicators' memory emerged only when perceived similarity and trust was experimentally facilitated.  
*Judith Knausenberger, Münster University*  
*Dominik Illies, Bielefeld University - Gerald Echterhoff, Münster University*
- P03:20**      **Why we post what we do: Need for sharedness and online social network usage**  
Results from two studies indicate that while extraversion renders it more likely that we use online social networks, why we do so and what we share online may be better understood in terms of need for sharedness.  
*Alexandra Zech, Ludwig-Maximilians-Universität Munich*  
*Cecily French, Ludwig-Maximilians-Universität Munich - Rudolf Kerschreiter, Freie Universität Berlin*
- P03:21**      **Semantic size of abstract concepts: It gets emotional when you can't see it**  
We demonstrate a processing advantage for words denoting "big" concepts over "small" concepts. Furthermore, arousal attributes mediate lexical access for abstract, but not for concrete words, suggesting that the former are grounded in emotional arousal.  
*Milica Vasiljevic, University of Cambridge*  
*Bo Yao, University of Manchester - Mario Weick, University of Kent - Margaret E. Sereno, University of Oregon - Patrick J. O'Donnell, University of Glasgow - Sara C. Sereno, University of Glasgow*
- P03:22**      **Curative cleansing and the elusive scent of youth: How threat influences embodied consumer attitudes**  
In this paper we analyze the therapeutic effects of consumption from the perspective of embodied cognition. Specifically, two experiments tested that threat builds onto sensory experiences of dirtiness and thus can be alleviated by physical cleansing (Lee & Schwarz, 2011).  
*Eva Walther, University of Trier*  
*Georg Halbeisen, University of Trier - Elena Linden, University of Trier - Martina Kaufmann, University of Trier*
- P03:23**      **The group membership effect on women's thermal facial reactions during the exclusion experience**  
In this study, we show the moderation effect of group membership in social exclusion on the immediate reaction (i.e., the variation of facial temperature), finding that people's facial temperature increase when they are excluded by ingroup than by outgroup members.  
*Daniele Paolini, University of Chieti-Pescara*  
*Francesca Romana Alparone, Università di Chieti-Pescara - Daniela Cardone, Università di Chieti-Pescara - Antonio Aquino, Università di Chieti-Pescara - Ilja van Beest, University of Tilburg - Arcangelo Merla, Università di Chieti-Pescara*
- P03:24**      **Incidental haptic sensation influences social behaviour**  
The influence of haptic roughness on pro-social behaviour was explored. Participants completed a rough or smooth textured puzzle, before choosing to make a donation to charity. Contact with roughness resulted in lower donations than smoothness.  
*Prem Sebastian, Australian Catholic University*  
*Leah Kaufmann, Australian Catholic University - Xochitl de la Piedad Garcia, Australian Catholic University*



# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

- P03:25**      **Different times: Representation of time in Dutch minds and the influence of locus of control**  
To make a first step towards exploring cultural factors involved in time representation two experiments were conducted. The first explored the conceptual status of the time and ego-moving system in Dutch. The second explored the relation with Locus of Control.  
**Annemijn Loermans, VU University Amsterdam**  
*Lydia Krabbendam, VU University Amsterdam - Ad van Knippenberg, Radboud University Nijmegen - Ton Dijkstra, Radboud University Nijmegen - Nikki Lee, VU University Amsterdam*
- P03:26**      **Curbing Consumption: Visual perspective and eating behavior**  
In two experiments, we explored the relationship between the visual perspective adopted during imaginary indulgence and eating behavior. Findings revealed that adopting a third-person point of view can alter mental representations and reduce consumption of desirable foods.  
**Brittany Christian, University of Aberdeen**  
*Lynden K. Miles, University of Aberdeen - Jennifer Mattschesy, University of Aberdeen - C. Neil Macrae, University of Aberdeen*
- P03:27**      **Tactile roughness: Effects on social perception and decision making in social exchanges**  
Participants who experienced tactile roughness judged faces as being significantly less trustworthy than participants who experience tactile smoothness. However, there was no difference in the expectation that others would behave unethically. These results contribute to literature in embodied cognition.  
**Rose Ferguson, Australian Catholic University**  
*Xochitl de la Piedad Garcia, Australian Catholic University - Leah Kaufmann, Australian Catholic University*
- P03:28**      **When physical warmth promotes interpersonal warmth...or not: the case of autism**  
Two studies show that physical warmth is linked to interpersonal warmth in typically developed individuals, but not within individuals presenting autistic disorder/traits. These data suggest differences in ways social cognition is embodied in ASD, which could account for social deficits.  
**Alice Follenfant, University of Bordeaux**
- P03:29**      **Relationship between automatic imitation and social cognition**  
The present study tested the relationship between automatic imitation and social-cognitive tasks. Automatic imitation was found to be correlated with the "reading the mind in the eyes" test, confirming a link between mirroring and higher level social cognition.  
**Cedric Bouquet, University of Poitiers**  
*Frederique Bunlon, University of Poitiers*
- P03:30**      **Weighty data: Importance information influences estimated weight of digital storage devices**  
What does digital data weigh? Three studies show that people judge digital storage devices to be heavier when they think the data stored on it is important (vs. unimportant). Accuracy motivation did not eliminate the effect.  
**Iris Schneider, VU University Amsterdam**  
*Michal Parzuchowski, Warsaw School of Social Sciences and Humanities - Bogdan Wojciszke, Warsaw School of Social Sciences and Humanities - Sander L. Koole, VU University Amsterdam*





# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

P03:31

## **A 'true' smile for a beloved political leader**

The present study examined whether exposure to verbs referring to positive emotional expressions of ingroup and outgroup political members elicits a Duchenne or non-Duchenne smile measured by means of electromyographic (EMG) activation of zygomatic major and orbicularis oculii muscles.

**Michela Menegatti, University of Bologna**

*Edita Fino, University of Bologna - Monica Rubini, University of Bologna*

P03:32

## **Grounding time in space: spatial movement and subjective perception of speed of time passage**

We establish an empirical link between how the abstract concept of time is grounded and work on time perception-showing that the congruence between the spatial grounding of time and movement direction leads to the perception of faster time perception.

**Xiaoqian Li, Utrecht University**

*Gün Semin, Utrecht University - Margarida Garrido, ISCTE-Instituto Universitário de Lisboa - Michael Häfner, Utrecht University*

P03:33

## **Is prejudice expressed as the need for physical cleansing?**

Six studies show that imagined intergroup contact (with homosexuals, disabled and old people) increases need for physical cleansing specific to the body parts engaged in the contact. This effect is moderated by political conservatism and need for cognitive closure.

**Agnieszka Golec de Zavala, Goldsmiths, University of London**

*Sven Waldzus, Centro de Investigação e Intervenção Social, Instituto Universitário de Lisboa (ISCTE-IUL), Lisboa - Marzena Cyprianska, University of Social Sciences and Humanities, Warsaw - Claudia Simão, Centro de Investigação e Intervenção Social, Instituto Universitário de Lisboa (ISCTE-IUL), Lisboa*

P03:34

## **How t(w)o act together: Joint action mechanisms**

Humans are able to perform a wide range of actions together, ranging from a handshake to the performance of a synchrony. This talk will address the cognitive and neural mechanisms that enable us to engage in joint actions.

**Natalie Sebanz, Central European University**

P03:35

## **Flow in groups: The influence of social identity**

We examine flow in groups. In two field studies and one experiment we show that a salient social identity (resulting from identification or deindividuation) facilitates flow in groups. We argue that groups are the ideal habitat for flow to emerge.

**Daan Scheepers, Leiden University**

P03:36

## **The dynamics of social influence: Lasting effects of behavioural synchronisation**

We investigated whether changes in bodily rhythm after synchronisation would be retained longer when a social identity was salient than when a personal identity was salient. Results support this hypothesis, suggesting an embodied norm that lasted for several days.

**Miriam Koschate, University of Exeter**

*Mark Levine, University of Exeter*





# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

- P03:37**      **Uniform and complementary social interaction: Distinct pathways to solidarity**  
We examine how different forms of co-action (uniform vs. complementary co-action) give rise to feelings of solidarity. Five studies reveal that both forms of co-action increase solidarity, but have different consequences for the role of the individual within the group.  
**Namkje Koudenburg, University of Groningen**  
*Tom Postmes, University of Groningen - Ernestine H. Gordijn, University of Groningen - Aafke van Mourik Broekman, University of Groningen*
- P03:38**      **CIRCA: Cross-culturally valid, iconic depictions of fundamental forms of social relations and intergroup phenomena**  
I present the iconic CIRCA measure of within and between-group communal sharing, hierarchy, and equality, and its validation among Western, Amazon-Shuar and Inuit samples, together with correlational and experimental effects on intergroup phenomena in Western, Inuit, Indian, Arab samples.  
**Lotte Thomsen, University of Oslo**  
*Jim Sidanius, Harvard University - Alan Fiske, University of California, Los Angeles*
- P03:39**      **Core cognitive modules underlie social coordination**  
We present an integrative model of how social relations are cognized. We propose that general core cognitive modules were re-used and adapted to facilitate social coordination in the form of relational models. We give details for communal sharing and hierarchies.  
**Thomas Schubert, University of Oslo**  
*Lotte Thomsen, University of Oslo - Alan Fiske, University of California, Los Angeles -*
- P03:40**      **The predictive chameleon: Evidence for anticipatory social imitation**  
Imitation is assumed to start once an action (e.g., nose scratching) is observed. However, we demonstrated that already inferring an action's intention from its triggering event (e.g., nose wrinkling) without observing any behavior is sufficient to elicit imitation (nose scratching).  
**Oliver Genschow, Ghent University**  
*Marcel Brass, Ghent University*
- P03:41**      **Ignored faces are processed but not mimicked**  
To assess whether facial mimicry is moderated by motivational factors, we assessed mimicry in an affective priming design. In line with predictions, participants mimicked targets, which they were told to attend but not primes which they were told to ignore.  
**Ursula Hess, Humboldt-Universität zu Berlin**
- P03:42**      **Being imitated and empathy for pain**  
It is widely acknowledged that observing somebody else in pain leads to strong empathic responses in the observer (empathy for pain). In a series of experiments we show that being imitated enhances empathy for pain.  
**Marcel Brass, Ghent University**  
*Lize De Coster, Ghent University*
- P03:43**      **Trust is in the eye of the beholder. How facial appearance processing influence evaluation?**  
Much evidence shows that initial social judgments are influenced by target's facial appearance (e.g. ethnicity, gender, expression or physical strength). Here we show that the impact of facial appearance on evaluations is fundamentally qualified by processing dynamics of these features.  
**Michał Olszanowski, University of Social Sciences & Humanities**  
*Piotr Winkielman, University of California, San Diego*



# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

- P03:44**      **Individual and interpersonal affective forecasting: Implicit theories of emotion and recall**  
 The role that implicit theories of emotion play in interpersonal (friend) affective forecasting and recall of affective predictions was assessed. Forecasted and recalled self- and friend- predictions were similar and recalled predictions were mostly not influenced by experienced affect.  
*Janice Sanchez, University of Oxford*  
*Gwenda Simons, University of Birmingham - Brian Parkinson, University of Oxford*
- P03:45**      **What makes revenge sweet? Just desert versus personally enacting revenge**  
 We compared experienced satisfaction after first-party punishment with third-party punishment in an economic game. Results showed that in response to very unfair offers participants derived more satisfaction after first- compared to third-party punishment.  
*Elise Seip, University of Amsterdam*  
*Lasana Harris, Duke University - Mark Rotteveel, University of Amsterdam - Wilco W. Van Dijk, Leiden University - Ilja G. Sligte, University of Amsterdam - Marcello Gallucci, University of Milano-Bicocca - Agneta H. Fischer, University of Amsterdam*
- P03:46**      **Why activating different self-construals can increase the effects of self-conscious emotions on pro-environmental intentions**  
 Providing information via social media activates the social self. This increases the effects of guilt on pro-environmental intentions. Our findings imply that this occurs because guilt becomes more social in nature. Interestingly, we show that this works differently for pride.  
*Onwezen Marleen, LEI Wageningen UR*  
*Gerrit Antonides, Wageningen University*
- P03:47**      **Touch or not touch? Unconscious use of feelings as information to judgment of action capabilities.**  
 This experiment tests the hypothesis of feelings as information regarding our action capabilities. Data suggests that individuals made use of unconscious emotional experiences as informational component to "reachability" in interaction with body-scaled information (arms' length) to support decision to act.  
*Cristina Fonseca, ISPA-IU*  
*Teresa Garcia-Marques, ISPA-IU, Portugal*
- P03:48**      **Mental representations of attachment figures buffer against negative affect**  
 I hypothesize that activating mental representations of attachment figures will prime feelings of comfort and support, buffering against negative affect elicited by recalling past negative memories.  
*Steve Strycharz, Cornell University*  
*Emre Selcuk, Middle East Technical University - Vivian Zayas, Cornell University*
- P03:49**      **Emotional acculturation in minority youth**  
 We investigated emotional acculturation in a large sample of immigrant children in Belgium. As expected, minority children's emotional fit to the Belgian culture is predicted by contact with Belgian children. Moreover, minority children's emotional fit is related to their wellbeing.  
*Alba Jasini, University of Leuven*  
*Jozefien De Leersnyder, University of Leuven - Batja Mesquita, University of Leuven*



# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

- P03:50**      **Situated acculturation and situational adjustment: The cultural day reconstruction method**  
Standard measures treat 'acculturation' as a trait, measured as explicit attitudes. The Cultural Day Reconstruction Method (Culture-DRM) assesses acculturative processes over a sequence of daily episodes. Both episode-level and individual-level variables predict situational shifts in cultural identity.  
**Andrew G. Ryder, Concordia University - Jewish General Hospital, Montreal**  
*Marina Doucerain, Concordia University - Jessica Dere, University of Toronto Scarborough - Yulia E. Chentsova, Georgetown University*
- P03:51**      **Navigating two worlds: The influence of culture on biculturals' emotional behaviors**  
Are bicultural Asian Americans emotionally sensitive to Asian and American cultural cues? As predicted, Asian Americans tailor even emotional behaviors to the cultural demands of the situation, whereas European Americans do not.  
**Yun Lucy Zhang, Stanford University**  
*Jeanne Tsai, Stanford University*
- P03:52**      **Acculturation of Self: What do patterns of self tell us about implicit acculturation?**  
Patterns of self (Autonomy/Relatedness) may acculturate. This research yielded different self-patterns of Turkish Belgians and Belgian majority members. Turkish Belgians' acculturation orientations towards the mainstream and heritage culture predicted the similarity of their self-patterns with the Belgian norm.  
**Canan Coskan, University of Leuven**  
*Derya Gungor, University of Leuven - Karen Phaet, University of Leuven*
- P03:53**      **Emotional acculturation**  
Across three studies, we investigated whether minorities' emotions acculturate. The results consistently yield a link between emotional acculturation on the one hand and exposure to and engagement with the majority culture on the other. Traditional acculturation scales were unrelated.  
**Jozefien De Leersnyder, University of Leuven**  
*Alba Jasini, University of Leuven - Batja Mesquita, University of Leuven*
- P03:54**      **Can Gays/Lesbians read emotions better?: Minority stress effects on differential interpretation of emotions**  
Emotion interpretation is a maybe unsubstantiated positive stereotype of gay and lesbian individuals, still the emotion interpretation ability of those minority members is influenced by their minority stress levels.  
**Martijn Bruil, University of Amsterdam**  
*Kai J. Jonas, University of Amsterdam*
- P03:55**      **Revisiting 'emotional eating': Retrospective overestimation of negative affect as a post-hoc justification for overeating**  
Two studies found that participants used negative affect as a post-hoc justification when they violated personal eating norms. Participants received feedback on their food intake (norm-violation vs. control). Negative affect resulting from norm-violation made participants retrospectively overestimate their negative affect.  
**Sosja Prinsen, Utrecht University**  
*Jessie de Witt Huberts, University of Potsdam - Marieke Adriaanse, Utrecht University - Denise de Ridder, Utrecht University*



# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

- P03:56**      **Narrative markers of collective trauma elaboration**  
 Fülöp & László (2013) proposed a Narrative Trauma Elaboration Model to investigate collective processes of trauma elaboration through identifying linguistic markers in group narratives. Studies were conducted to test predictions of the model regarding to emotional aspects of narratives.  
*Eva Fulop, Hungarian Academy of Sciences*  
*Janos Laszlo, Hungarian Academy of Sciences*
- P03:57**      **Self-criticism – is it delivered or received? An examination of self-perception in moral emotions.**  
 We conducted two studies on the relationship between self-perception and self-critical emotions. Between two studies it was found that shame makes one identify as the recipient of self-criticism while self-anger or self-disgust makes one identify as the deliverer of self-criticism.  
*John Sabo, University of Kent*  
*Roger Giner-Sorolla, University of Kent*
- P03:58**      **Relationship between identification with nation and collective emotions in case of in-group perpetrators and victims**  
 In our studies, we investigated the experience of group-based emotions both in in-group perpetrator and victim stories. We have found a consistent pattern throughout the studies. Our participants showed a very biased and uncritical evaluation of inter-group situations.  
*Zsolt Peter Szabo, University of Pecs Department of Psychology*  
*Janos Laszlo, University of Pecs and the Hungarian Academy of Sciences*
- P03:59**      **Motivated emoting in intergroup conflicts**  
 Research on emotions in conflict generally focus on what people feel, paying limited attention to what they want to feel. In 4 studies we examine emotional preferences in intractable conflicts, and how they shape emotional and political reactions.  
*Roni Porat, Hebrew University of Jerusalem*  
*Eran Halperin, Interdisciplinary Center, Herzliya - Maya Tamir, Hebrew University of Jerusalem -*
- P03:60**      **Impact of emotions on positions of ideological rightists and leftists in conflict: Who's guided most?**  
 Two studies gauged the interactive effect of ideology and emotion on positions in conflict. Data from conflict resolution and war yielded stronger emotion-positions relationships among leftists, with anger leading them to respond more like rightists and empathy less like rightists.  
*Ruth Pliskin, Tel-Aviv University*  
*Eran Halperin, Interdisciplinary Center, Herzliya - Daniel Bar-Tal, Tel Aviv University - Gal Sheppes, Tel Aviv University*
- P03:61**      **Vicarious embarrassment: situational and dispositional influences**  
 It has been shown that individuals can be vicariously embarrassed. Two experiments differentiate between vicarious and perceived embarrassment, show that the two constructs vary differentially as a function of the actor's control, and attest to dispositional differences in vicarious embarrassment.  
*Judith Tonner, Universität Basel*  
*Rainer Greifeneder*



# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

- P03:62**      **Sincere when it suits us: Strategic considerations in emotion expression**  
 Emotion expression in intergroup conflicts is influenced by strategic considerations that depend on the audience addressed. Help-seeking emotions are expressed sincerely to a third party (providing potential support) intended to show need for assistance but less to an offensive out-group.  
*Julia Sasse, University of Groningen*  
*Russell Spears, University of Groningen - Ernestine H. Gordijn, University of Groningen*
- P03:63**      **Public intergroup apologies: heal or harm to intergroup relations? Considering perpetrators' authoritarianism.**  
 Effects of public intergroup apologies on the perpetrator group were examined in an online experiment. Intergroup apologies were shown to elicit differentiated emotional reactions amongst high and low authoritarian perpetrators, which in turn differentially predicted willingness for reparation.  
*Sarina J. Schäfer, Philipps-University Marburg*  
*Ulrich Wagner, Philipps-University Marburg - Frank Asbrock, Philipps-University Marburg*
- P03:64**      **An examination of the link between Just World Belief and Schadenfreude**  
 The study tested if just-world-threat intensifies schadenfreude. Participants read scenarios designed to threaten or maintain their just-world belief. Next, they read funny schadenfreude stories about others' failures. The existence of a link between just-world-threat and schadenfreude was confirmed.  
*Agnieszka Pietraszkiewicz, University of Bern*
- P03:65**      **Differential use of affective and cognitive words in oral vs. written emotional disclosure**  
 In two studies, student participants were invited to disclose their emotions either orally or in writing. Lexical analyses were then conducted with a computerized text analysis tool. Results highlighted many differences in the use of affective and cognitive words.  
*Séverine Balon, Catholic University of Louvain (UCL)*  
*Bernard Rimé, Catholic University of Louvain (UCL)*
- P03:66**      **Shifting frames: Conditional indirect effects of contested issues on perceived effectiveness through multiple emotions**  
 How do different news frames moderate the effects of differently contested issues through discrete emotions (anger, fear, disgust, hope) on perceived effectiveness? We demonstrate that a human interest frame facilitates the mediating function of hope but not the other emotions.  
*Alina Feinholdt, University of Amsterdam*  
*A.R.T. Schuck, University of Amsterdam - S.K. Lecheler, University of Amsterdam, - C.H. De Vreese, University of Amsterdam,*
- P03:67**      **Depression and perceived discrepancies between personal and societal morality**  
 We asked participants how much money they, and the average person, would need to commit immoral acts. Participants more reluctant to harm than the perceived average person reported higher depression. Discrepancies between one's own and society's morality may increase vulnerability.  
*Rob Booth, Isik University, Istanbul*  
*Nurdan Gundogdu, Isik University, Istanbul - Mujde Peker, Isik University, Istanbul*



# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

- P03:68**      **Priming effects of approach/avoidance motivation on the experience of moral anger and disgust.**  
A decision to take a certain action may influence what kind of emotion is experienced. We hypothesized and found that confrontation (approach) lead to reporting higher levels of anger, whether withdrawal (avoidance) lead to reporting higher levels of disgust.  
*Irena Domachowska, TU Dresden*  
*Dr Roger Giner-Sorolla, Reader in Social Psychology, University of Kent, Keynes College,*
- P03:69**      **Exploring the relationship between external/internal hierarchical and relational perspectives and shame and guilt**  
A survey-based study that explored the relationship between external/internal hierarchical and relational perspectives and shame and guilt. As expected, external hierarchical predicted shame but not guilt, and a composite measure of internal hierarchical and relational predicted guilt but not shame.  
*Darren McGee, The University of Kent*  
*Roger Giner-Sorolla, The University of Kent*
- P03:70**      **Cognitive and emotional consequences of using reappraisal and suppression to regulate positive emotions**  
Presently described experiment on 45 students tested how activation of reappraisal or suppression to regulate positive emotions influence emotional experience, attention and memory. The results confirm our hypotheses and previous works of others.  
*Dorota Kobylinska, University of Warsaw*
- P03:71**      **The effect of social power on anger and sadness expression**  
Anger is a social distancing emotion whereas sadness is an affiliative one. This study explored how social power shapes the expression of these emotions. Results confirmed our hypothesis that powerful participants should express less sadness than powerless and control participants.  
*Katerina Petkanopoulou, University of Granada*  
*Guillermo B. Willis, University of Granada - Rosa Rodriguez-Bailon, University of Granada - Antony S.R. Manstead, Cardiff University*
- P03:72**      **The social functions of intergroup schadenfreude**  
This research investigated the social functions of schadenfreude in intergroup competition. Across two studies, using survey and experiment, it was shown that the social function of schadenfreude is to cope with in-group's inferiority and to improve its status.  
*Paton Pak Chun Yam, University of Oxford*  
*Brian Parkinson, University of Oxford*
- P03:73**      **The effect of empathy on recollections of parent-child relationships**  
The study found an indirect effect of emotion manipulation on recollections of parent-child relationships. Emotion manipulation caused an increase in state empathy, which in turn positively biased the participants' recollections of their relationships with their parents.  
*Katie Daughters, Cardiff University*  
*Antony Manstead, Cardiff University - Stephanie van Goozen, Cardiff University*





# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

- P03:74**      **Quantifying the relation between number of angry expressions, inclusionary status, and persuasion in groups**  
Does it matter how many people are angry about you? We quantify the relation between the number of angry and happy reactions to a deviant's opinion, felt acceptance/rejection, the motivational implications of this relation, and eventual social influence.  
**Marc Heerdink, University of Amsterdam**  
*Gerben van Kleef, University of Amsterdam - Astrid Homan, University of Amsterdam - Agneta Fischer, University of Amsterdam*
- P03:75**      **Applying the concept of normative clear-sightedness to the emotional norms**  
In the purpose of studying the processes implied in the adoption and the manipulation of emotional norms, by distinguishing adherence to a norm and knowledge of this norm, we associated the concept of normative clear-sightedness to the emotional norms.  
**Sarah Miller, Université Libre de Bruxelles**  
*Christophe Leys, Université Libre de Bruxelles*
- P03:76**      **Embarrassment, emphatic embarrassment and susceptibility to social influence: a comparison between two experiments**  
In this empirical research we conducted two experiments where we showed that subjects who experienced embarrassment and emphatic embarrassment were more susceptible to social influence attempts in the form of accepting an exaggerated results at an ambiguous task.  
**Dorin Nastas, Alexandru Ioan Cuza University of Iasi**  
*Antonescu Emilia, Alexandru Ioan Cuza University of Iasi - Mioara Cristea, Alexandru Ioan Cuza University of Iasi*
- P03:77**      **Behavioral tendencies toward valued vs. devalued immigrants: The mediation role of acculturation preferences and emotions**  
This research analyzed the effect of the immigrant target (valued vs. devalued) on majority members' behavioral tendencies toward immigrants, showing the mediator role of acculturation preferences (especially regarding maintenance the original culture) and positive emotions in this link.  
**Isabel Cuadrado, University of Almería**  
*Lucía López-Rodríguez, University of Almería - Marisol Navas, University of Almería*
- P03:78**      **Counter-stereotypes reduce biased intergroup emotions and improve intergroup attitudes**  
In three experiments, considering either gender or nationality counter-stereotypes, counter-stereotypic vs. stereotypic categorization attenuated the expression of biased emotions which, in turn, explained category combination effects on intergroup attitudes.  
**Francesca Prati, Alma Mater Studiorum University of Bologna**  
*Monica Rubini, Alma Mater Studiorum University of Bologna*
- P03:79**      **Using the 'testing technique' as a measure of implicit discrimination against veiled Muslim women**  
Using the 'Testing technique' with equivalent CVs sent to actual job announcements in France, results showed that Arab Muslim candidates wearing the hijab were much less likely to be offered a job interview than French origin white candidates.  
**Pascal Tisserant, Lorraine University**  
*David Bourguignon, Université de Lorraine - Richard Bourhis, Université du Québec à Montréal - Anne Lorraine Wagner, Ecole de Management de Strasbourg*





# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

- P03:80**      **Emotional reactions to unequal payment: The impact of personal beliefs and system variables**  
 People respond to discrimination with negative emotion. Two studies showed that endorsing meritocratic ideologies reduced anger when a discriminatory system was permeable. However, endorsement of meritocracy beliefs increased shame when the system was impermeable.  
*Angela Maitner, American University of Sharjah*
- P03:81**      **Her own cross to bear: How target, not agent, characteristics reduce the objectification of women**  
 The objectification of women can be reduced through changes in target characteristics but not agent mindset (i.e., focus on appearance versus personality). The less sexualised a woman appears, the less she is likely to be objectified.  
*Khandis Blake, The University of Melbourne*  
*Stephen Loughnan, The University of Melbourne - Nick Haslam, The University of Melbourne*
- P03:82**      **Negotiating ethnic identities- Through the lens of mixed ethnicity Singaporeans**  
 Seen against the background of Singapore, where ethnic categories are made salient in explicit terms through the nation's social policies, this research showed that mixed ethnicity individuals faced distinctive challenges from structural influences in negotiating their ethnic identities.  
*Geetha Reddy, London School of Economics and Political Science*  
*Ilka Gleibs, London School of Economics and Political Science*
- P03:83**      **Ethnicity salience moderates the discrimination-health connection differently across American ethnic groups**  
 Discrimination worsens health. However, US government data revealed ethnicity salient Blacks do not demonstrate the discrimination-health connection, ethnicity salient Native Americans do demonstrate it, and Latinos demonstrate no clear pattern. Groups may differ in coping and construals of discrimination.  
*Ellie Shockley, University of Nebraska*
- P03:84**      **Minority group friendships license majority group members' expressions of prejudice**  
 This experiment demonstrated that having minority-group friends gives majority-group members a moral advantage. A White target expressing a racist anti-Asian opinion was perceived as being significantly less racist if he was depicted with Asian friends than with no Asian friends.  
*Michael Thai, School of Psychology, The University of Queensland*  
*Fiona Kate Barlow, School of Psychology, The University of Queensland*
- P03:85**      **Impact of psychological essentialism on false consensus and false uniqueness effects**  
 The present study investigated the impact of essentialist beliefs on the estimation of the commonness of one's own characteristics among in-groups and out-groups. The results showed that essentialist beliefs about groups induce the perceived (but illusory) intergroup differences.  
*Nobuko Asai, Kyoto-Bunkyo University*



# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

- P03:86**      **Social perception of IPV: motivations to abuse, sex of the perpetrator and perceivers' sexism**  
The influence of who abuses, his/her motivations and sexist attitudes of participants on perception of intimate partner violence (IPV) were studied. Implications for literature of social perception of IPV and the gender symmetry/asymmetry debate will be discussed.  
*Antonella Ludmila Zapata-Calvente, University of Granada*  
*Jesús López Megías, University of Granada*
- P03:87**      **The influence of women's attractiveness on different types of male's sexually harassing behaviors**  
A computer-chat paradigm was used to show that target's attractiveness differentially influences specific links of two motives underlying sexual harassment, hostility vs. sexuality, with resulting types of sexually harassing behavior, sending sexist jokes vs. saucy remarks, to a female target.  
*Charlotte Diehl, Bielefeld University*  
*Tina Glaser, Bielefeld University - Svenja Thalke, Bielefeld University*
- P03:88**      **What do you think about: Does accepting a drink make victims to blame for rape?**  
Two experiments demonstrated the effects of information related to the role of alcohol and victim drinking behavior on perceptions of sexual assault incidents. Participants' RMA was also included as an individual differences variable.  
*Monica Romero-Sanchez, University of Granada*  
*Jesús L. Megías, University of Granada - Miguel Moya, University of Granada - Barbara Krahé, University of Potsdam*
- P03:89**      **Ambivalent sexism and attitudes toward traditional and nontraditional parents**  
Research aimed to describe the relationship between ambivalent sexism and attitudes toward nontraditional parents. We found that despite sexism level, people hold more positive attitudes toward stay-at-home than working parents. Stay-at-home fathers were penalized.  
*Marta Szastok, Jagiellonian University*  
*Małgorzata Kossowska, Jagiellonian University*
- P03:90**      **Temporary activation of egalitarian goals and its influence on gender stereotypes**  
Inducing egalitarian goals may have effects on gender stereotypes Exposure to egalitarian words activated controlled cognition which resulted in higher response time in congruent trials than in incongruent ones regarding females  
*Maria Aranda López, University of Jaen*  
*Eva Ariño Mateo, University of La Laguna*
- P03:91**      **Sense of power in sexual objectification encounters: The role of benevolent sexism**  
The purpose is to test whether women's sexist attitudes influences perceptions of their sense of power during a sexual objectification encounter. Results show that women's Benevolent Sexist attitudes were related to high sense of power reported in sexual objectification events.  
*Gemma Sáez Díaz, Granada University*  
*Inmaculada Valor Segura, University of Granada - Francisca Expósito Jiménez, University of Granada - Robbie Sutton, University of Kent*



# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

P03:92

## Comparing group dehumanization and intra-sexual competition among normally ovulating women and hormonal-contraceptive users.

Two studies address the role of hormonal shift and of hormonal contraception across menstrual cycle in female dehumanization of others. These studies demonstrate that dehumanization of women is elicited by menstrual-cycle-related processes and associated to women's mate attraction goals.

**Valentina Piccoli, University of Trieste**

*Andrea Carnaghi, University of Trieste - Francesco Foroni, International School for Advanced Studies (SISSA)*

P03:93

## Gender references in job advertisements – relations to job status and gender equality

Gender references in job advertisements were analyzed and related to gender typicality and status of professions. Results show that gender are addressed more equally in countries with a higher level of gender equality and in branches with many female employees.

**Lea Hodel, University of Bern**

*Magdalena Formanowicz, University of Bern - Sabine Sczesny, University of Bern - Jana Valdrová, University of South Bohemia - Lisa von Stockhausen, University of Duisburg-Essen*

P03:94

## Selective incivility in a male-dominated work domain: The role of gender stereotypes

Based on the theory of selective incivility and gender stereotypes, we conducted an experiment where participants were exposed to an example of incivility by manipulating form of incivility and employees' and supervisors' sex. Results revealed significant gender differences.

**Carmona-Cobo Isabel, Universidad Autónoma de Madrid**

*Eva Garrosa-Hernández, Universidad Autónoma de Madrid - Madeline Heilman, New York University - Bernardo Moreno-Jiménez, Universidad Autónoma de Madrid*

P03:95

## *This presentation has been withdrawn*

### Ambitions at work: A comparison of students and employees in masculine and feminine contexts

This study examined the career ambition of students and employees whose fields of study or employment were congruent or incongruent with their female or male sex. Gender congruency had stronger effects than their sex or their student or employee status.

**Esther Lopez-Zafra, University of Jaén**

*Alice H. Eagly, Northwestern University*

P03:96

## When women do not support affirmative action policies. A queen bee syndrome ?

The present research examined the relationship between level of education, a proxy for social class, and support for affirmative action policies aimed at promoting educated women's access to decision-making positions

**Klea Faniko, Geneva University**

*Fabio Lorenzi-Cioldi, University of Geneva - Erjona Manushi, University of Geneva - Paolo Ghisletta, University of Geneva*



# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

- P03:97**      **Gender projection, essentialist beliefs and the underrepresentation of women in leadership positions**  
 We present four studies examining the role of gender projection in the glass ceiling phenomenon. The projection of gendered traits to the prototype of manager is moderated by essentialist beliefs and that gender projection influences assessments of a prospective candidate.  
*Fabrice Gabarrot, Université de Bourgogne*  
*Pierre DE OLIVEIRA, Université de Bourgogne, Dijon - Clémentine BRY, Université de Savoie, Chambéry - Jörg DIETZ, University of Lausanne*
- P03:98**      **Women faced with sexist remarks: confrontation or avoidance?**  
 We assessed women's reactions to sexist remarks in job interviews. Results show that avoiding confrontation remains the dominant strategy even when its costs are reduced, when women are sensitized to sexism, and even when confrontation is presented as desirable.  
*Patricia Mélotte, Université libre de Bruxelles*  
*Laurent Licata, Université libre de Bruxelles*
- P03:99**      **Sexism, perceived discrimination and psychological well-being: The role of collective action in spanish females**  
 This study examines the relations among gender ideologies, perceived discrimination against ingroup, psychological well-being and the intention to participate in collective actions in a sample of 389 female. Path analysis shows the mediating role of collective action in psychological Well-Being.  
*Cristina García-Ael, Spanish University of Distance Teaching*  
*Prado Silván-Ferrero, Spanish University of Distance Teaching - Encarna Nouvilas, Spanish University of Distance Teaching - Fernando Molero, Spanish University of Distance Teaching - Patricia Recio, Spanish University of Distance Teaching - Daniel Pérez-Garín, Spanish University of Distance Teaching*
- P03:100**      **Gender differences in assertiveness: The role of self-respect**  
 Women are on average less assertive than men. In our study we investigate the underlying process of this phenomenon. We argue that self-respect, understood as a person's belief in being of equal worth and owning equal rights, mediates this effect.  
*Daniela Renger, University of Kiel*  
*Sophus Damm, University of Kiel*
- P03:101**      **Transferring gender in early school years: Preschool teacher's impact on children's gender role self-concept**  
 We examined whether children adopt their preschool teacher's gender role norms. Girls and boys described more gender-typed self-concepts when preschool teachers endorsed traditional gender-role orientations. Gender differences were attenuated (femininity), and even disappeared (masculinity) when children had egalitarian teachers.  
*Ilka Wolter, University of Sussex*  
*Lysann Zander, Freie Universität Berlin*



# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

- P03:102**      **Parental influences on the mathematical self-concept development of girls and boys in elementary school**  
 Following Wigfield and Eccles' (2000) Expectancy-Value-model, the study aims at explaining girls' and boys' mathematical self-concept development through parental attitudes towards mathematics. Controlling for prior achievement in mathematics, gender-related differences in the predictive power of parents' characteristics are discussed.  
*Caroline Theurer, University of Kassel*  
*Carina Tillack, University of Kassel, Germany - Frank Lipowsky, University of Kassel*
- P03:103**      **Traditional or non-traditional? Gender fairness in German schoolbooks in the 21st century**  
 The present research focuses on gender fairness within two school subjects. By content analysing the frequencies of characters, their respective activities and roles as well as language forms were investigated to see whether gender portrayals remain traditional or became non-traditional.  
*Franziska Moser, Freie Universität Berlin*
- P03:104**      **It only needs one man – or can mixed groups be described by feminine generics?**  
 In grammatical gender languages mixed-gender groups are usually addressed with a masculine form. This research shows that when male targets are presented at a distance to it, feminine generics, addressing a mixed-gender group, are perceived as grammatically more acceptable.  
*Elisa Merkel, University of Padua*  
*Anne Maass, University of Padua - Martina Faralli, University of Padua - Cristina Cacciari, University of Modena*
- P03:105**      **Antecedents and consequences of using highly gender-inclusive language forms – a multi-method inquiry**  
 We investigated antecedents and consequences of using language forms varying in gender-inclusiveness. Trans\*people feel particularly included by gender-inclusive forms. Evaluations of language forms are predicted by familiarity and attitudes towards linguistic equality. Possible negative consequences depend on familiarity and attitudes.  
*Christine Heinen, University of Hagen*  
*Anette Rohmann, University of Hagen - Agostino Mazziotta, University of Hagen*
- P03:106**      **Gender aspects of leader and self perception in teenager group**  
 The purpose of this study was to find the relations between gender characteristics and status group structure. We analyzed the teenager representations about themselves and leaders. We marked discrepancy between the image and the real gender qualities of leaders.  
*Marianna Sachkova, Moscow State University of Psychology and Education*  
*Irina Timoshina, Moscow State University of Psychology and Education*
- P03:107**      **Stereotype threat: the effect of teaching intervention and mathematical anxiety on women's performance**  
 Stereotype threat was tested in a Spanish sample using a repeated measures design, seeking to replicate Johns et al's finding that telling woman about stereotype threat prevents impaired performance, and to test the moderator role of math anxiety.  
*Antonio Bustillos, Universidad Nacional de Educación a Distancia*  
*Daniel Pérez-Garín, UNED - Fernando Molero, UNED*



# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

- P03:108**      **More of an object, but no less of a person: The objectification of gay targets**  
The present study examined the effects of perceiver and target sexual orientation on explicit and implicit objectification. Findings suggest that gay targets are implicitly objectified more than straight targets by all participants, but this pattern is reversed for explicit objectification.  
*Elise Holland, University of Melbourne*  
*Joel Anderson, Australian Catholic University - Steve Loughnan, University of Melbourne*
- P03:109**      **Challenging sexism: How benevolent sexism shapes support for confrontation**  
Studies examine how benevolent sexism shapes support for ingroup members who confront sexism. Women high in benevolent sexism will support, and not derogate, confronters if the reasons behind the action are in line with their values and for traditional reasons.  
*Kimberly Kahn, Portland State University*  
*Manuela Barreto, Exeter University - Cheryl Kaiser, University of Washington*
- P03:110**      **The gender stereotype on achievement in secondary school matches the gender gap in higher education**  
The match between a gender stereotype on achievement in secondary school and the gender gap in higher education is examined. The traits ascribed to successful girls and boys fit those expected in female and male-dominated fields of higher education respectively.  
*Catherine Verniers, LAPSCO, Clermont Université, Université Blaise Pascal*  
*Delphine Martinot, LAPSCO, Clermont Université, Université Blaise Pascal*
- P03:111**      **Seeking online social support via Facebook: A multidimensional approach**  
This study examined online social-support seeking among 155 active Facebook users. Appraisals of social companionship through private and public means were positively related to positive affect. Appraisals of social companionship through private means explained 9% unique variance in positive affect.  
*Cecilia Cheng, The University of Hong Kong*  
*Barbara K. Pau, The University of Hong Kong*
- P03:112**      **Self presentation on Facebook and health damaging behaviours**  
Friends count and wanting to appear as an attractive or sociable person in online profiles predicted tanning, weight control and drinking behaviour offline. Valuing the relevant specific profile image as tanned, thin or going out drinking regularly improved variance explained.  
*Karen Long, University of Sussex*  
*Carina Jones, University of Sussex*
- P03:113**      **Recycle your stress! How the interpretation of stress influences blood pressure, cognitive performance and rumination.**  
Reappraising arousal during stress boosts efficient sympathetic activation and analytic performance. We investigated if mindful awareness of bodily changes without positive re-evaluation of this perception also helps to buffer against negative stress responses. Both coping strategies improved socio-affective stress outcomes.  
*Violetta K. Schaan, University of Trier*  
*Eva Walther, University of Trier*



# Poster Session 3

Thursday July 10

13:00 - 14:00 - Atrium

P03:114

## **Immigration, civic engagement and well-being: Which connection?**

This research aims to investigate whether immigrants participation in civic activities can promote their well-being. We compared two samples of 120 immigrants: civic engaged vs not engaged.

**Sara Alfieri, Catholic University of Sacred Heart**

*Sara Alfieri, Catholic University of Sacred Heart, Milan - Daniela Marzana, Catholic University of Sacred Heart, Milan - Maura Pozzi, Catholic University of Sacred Heart, Milan - Elena Marta, Catholic University of Sacred Heart, Milan - Paolo Guiddi, Catholic University of Sacred Heart, Milan - Giovanni Aresi, Catholic University of Sacred Heart, Milan*

P03:115

## **Relationship between psychological and social well-being and values**

An empirical research was carried out with the aim of exploring the relationship between values profiles and well-being. Results show high levels of well being and a predominance of values oriented to self-transcendence and openness to change.

**Elena Zubieta, CONICET/Universidad de Buenos Aires**

*Marcela Muratori, CONICET/Universidad de Buenos Aires*

P03:116

## **Color and women's health: An intersectional exploration of discrimination and well-being**

This study investigated stress and health outcomes of Black women of different skin colors. Both subjective and objective assessments of their stress and health statuses were collected and compared. Results suggest that subjective measures may mask within-race disparities in well-being.

**Ekeoma Uzogara, University of Michigan**



# Scientific Programme

Thursday July 10

13:20 - 16:10

## Round table discussion

The Future of Social Psychology: The need for creative and powerful theorizing

**Convenor: Klaus Fiedler, Heidelberg University**

*Panel Members*

*Paul van Lange, Free University Amsterdam - Nira Liberman, Tel Aviv University - Fritz Strack, Würzburg University*

13:20 - 14:20 - Aula



S45

### **Achtung! Attention shapes emotion in everyday experience and social cognition**

Attention increases emotion. Stimuli become more emotional when people direct attention to them. This effect was most pronounced for neutral stimuli (compared with positively and negatively valenced stimuli) and diminished over time.

**Leaf Van Boven, University of Colorado Boulder**

*Olivier Corneille, Université catholique de Louvain*

S45:01

#### **Directed attention increases emotional intensity of otherwise neutral objects**

Attention increases emotion. Stimuli become more emotional when people direct attention to them. This effect was most pronounced for neutral stimuli (compared with positively and negatively valenced stimuli) and diminished over time.

**Leaf Van Boven, University of Colorado Boulder**

*Kellen Mkrva, University of Colorado Boulder - Jake Westfall, University of Colorado Boulder*

14:30 - Aula

S45:02

#### **Attention to categories reduces the appeal of ambiguous stimuli**

When stimuli, including people, belong to multiple categories, attention to competing categories creates negative affect. Using this insight we demonstrate that ambiguous people, such as multiracial individuals, are preferred when their group memberships are ignored.

**Jamin Halberstadt, University of Otago**

*Piotr Winkielman, University of California, San Diego*

14:50 - Aula

S45:03

#### **Social factors moderate mimetic desires**

We examined role of target trustworthiness, oxytocin administration, and social exclusion in mimetic desires. Looked-at-stimuli were more positively rated with trustworthy gazing persons, following oxytocin administration, and following the experience of social exclusion.

**Olivier Corneille, Université catholique de Louvain**

*Evelyne Treinen, Université catholique de Louvain*

15:10 - Aula

S45:04

#### **Shifting attention away from negative emotional events: A self-affirmation analysis**

Self-affirmation, writing about valued self-aspects, shifts attention away from negative emotional events and consequently dilute self-threat. Affirmations broaden perspectives such that individuals attend more to the big picture, rather than specifics of a stressor.

**David Sherman, University of California, Santa Barbara**

*Kimberly Hartson, University of California, Santa Barbara*

15:30 - Aula

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S46

## Restoration of groups' positive identities as a key to intergroup reconciliation and social change

Exploring various contexts of intergroup conflict, this symposium argues that restoring groups' impaired identity dimensions can promote group members' willingness to reconcile and act for change even at the cost of giving up power and privilege.

**Nurit Shnabel, Tel-Aviv University**

S46:01

### Reassurance of warmth and competence differentially affects low- and high-status group members' intergroup attitudes

Effects of affirmative messages on out-group attitudes and collective action tendencies are moderated by status. Importantly, a low status group responded more favorable when the high status group affirmed its competence regardless of a change in the status quo.

**Anna Lisa Aydin, University of Zurich, Department of Psychology**

**Johannes Ullrich, University of Zurich - Nurit Shnabel, Tel Aviv University**

14:30 - VOC zaal

S46:02

### "I have a dream": When African Americans' affirm Whites' need for acceptance in interracial dialogues

We investigate if and how members of victim groups actively influence members of perpetrator groups to ultimately have their own goal for empowerment satisfied. In dialogues about slavery, we find that high implicit power African-Americans influence Whites through expressing acceptance.

**Ruth Ditlmann, WZB Social Science Center**

**Valerie Purdie-Vaughns, Columbia University - John F. Dovidio, Yale University**

14:50 - VOC zaal

S46:03

### The power to be moral: Affirming Israelis' and Palestinians' agency promotes mutual prosocial behavior

Addressing Palestinians' and Israelis' need for agency through affirmation of their ingroup's strength and resilience allowed their need for morality to "come to the fore", leading to greater willingness to relinquish power for morality and, consequently, to greater prosocial tendencies.

**Ilanit SimanTov-Nachlieli, School of Psychological Sciences, Tel-Aviv University**

**Nurit Shnabel, Tel Aviv University**

15:10 - VOC zaal

S46:04

### Testing the consequences of intergroup forgiveness for victim-perpetrator relations

The consequences of one's group being forgiven for the quality of intergroup relations are relatively understudied. To close this gap, the effects of victimhood discourse, a future-oriented focus and forgiveness as a re-humanizing gift were examined.

**Masi Noor, Canterbury Christ Church University, Kent**

**Melody Chao, Hong Kong University of Science and Technology**

15:30 - VOC zaal

S46:05

### Discussant

**Nurit Shnabel, Tel-Aviv University**

15:50 - VOC zaal

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S47

## Testing longitudinal models of intergroup contact in diverse contexts

Including longitudinal studies from a diverse range of contexts, this symposium examines antecedents, mediators, and effects of intergroup contact, examining how ethnic diversity affects intergroup attitudes, how norms shape interethnic relations, and how indirect contact prepares people for direct contact.

**Roberto Gonzalez, P. Universidad Católica de Chile**

*Linda Tropp, University of Massachusetts Amherst*

S47:01

### Extended intergroup contact prepares for direct intergroup contact

Based on longitudinal data from Germany and Northern Ireland, we demonstrate that extended intergroup reduces intergroup anxiety and therefore prepares for direct intergroup contact.

**Oliver Christ, University of Marburg**

*Miles Hewstone, University of Oxford - Nicole Tausch, University of St Andrews -*

*Katharina Schmid, University of Oxford*

14:30 - Doelenzaal

S47:02

### Ethnic diversity and intergroup relations: Longitudinal effects among majority and minority groups

Two studies examined the longitudinal consequences of neighborhood diversity and school desegregation among ethnic majority and minority respondents. Results showed that diversity/desegregation was longitudinally associated with more intergroup contact and reduced threat, which mediated effects on intergroup attitudes and trust.

**Katharina Schmid, University of Oxford**

*Miles Hewstone, University of Oxford*

14:50 - Doelenzaal

S47:03

### School, peer, and parent norms as predictors for children's interest in cross-ethnic friendships

With longitudinal data from ethnic minority and majority children in U.S. schools, results show that school norms supporting cross-ethnic relations predict greater comfort and interest in cross-ethnic friendship over time.

**Linda Tropp, University of Massachusetts Amherst**

*Thomas C. O'Brien, University of Massachusetts Amherst*

15:10 - Doelenzaal

S47:04

### The development of intergroup friendship: Testing a longitudinal model

Two longitudinal studies involving high and low status groups in Chile confirmed the roles that in-group and institutional school norms play in predicting intergroup trust, trust in outgroup friends, commitment and the quality of contact experiences with friends over time.

**Roberto Gonzalez, P. Universidad Católica de Chile**

*Jorge Manzi, Pontificia Universidad Católica de Chile - Linda Tropp, University of Massachusetts, Amherst - Brian Lickel, University of Massachusetts, Amherst - Pablo de Tezanos, Pontificia Universidad Católica de Chile - Michelle Bernardino, Pontificia Universidad Católica de Chile - Patricio Saavedra, Pontificia Universidad Católica de Chile - Daniel Miranda, Pontificia Universidad Católica de Chile - Siugmin Lay, Pontificia Universidad Católica de Chile*

15:30 - Doelenzaal

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S47:05      **Discussant**  
*Rupert Brown, University of Sussex*  
15:50 - Doelenzaal

✦ T29      **Applied advances in attitudes and persuasion**

T29:01      **Racial prejudice against children**  
Although children are spontaneously evaluated more positively than adults, regardless of their ethnic identity, two experiments revealed that this spontaneous preference for children did not attenuate racial prejudice against children. Instead, in-group favourability prevailed for both child and adult targets.

**Lukas Wolf, Cardiff University**

*Gregory Maio, Cardiff University - Johan Karremans, Radboud University Nijmegen - Caroline Leygue, University of Nottingham*

14:30 - Universiteitstheater

T29:02      **Does spontaneous favorability to power (vs universalism) values predict spontaneous prejudice and discrimination?**  
The more participants were spontaneously favorable toward power (over universalism), the more they were: (a) spontaneously negative toward different minorities (poor people, Arab people, Black-African people and women) - (b) biased against women in a measure of spontaneous behavioral judgments.

**Nicolas Souchon, Université Paris Ouest**

*Gregory, R. Maio, Cardiff University*

14:50 - Universiteitstheater

T29:03      **Temporal framing, attitude change and behavioural decision making.**  
Individual differences in the extent to which people tend to take account of the long term and short term outcomes of their own actions can lead people to be differentially persuaded by the same persuasive communication.

**Sheina Orbell, University of Essex**

15:10 - Universiteitstheater

T29:04      **Perceived reasons for attitude certainty and resistance to persuasion**  
Although attitude certainty generally predicts resistance to persuasion, this research shows that the reasons why people think they are certain predict how thoughtfully they resist changing their attitudes in the face of counterattitudinal persuasive messages.

**Andrew Luttrell, Ohio State University**

*Pablo Briñol, Universidad Autónoma de Madrid - Richard E. Petty, Ohio State University*

15:30 - Universiteitstheater

T29:05      **Which factors predict implicit and explicit attitudes towards homosexuals among Mexican and German students?**

Correlates of Mexican and German students' explicit and implicit antigay attitudes were explored. Findings indicate that gender-related beliefs play a larger role than religiosity in explaining explicit attitudes.

**Melanie C. Steffens, Universität Koblenz-Landau**

*Lisa Denger, Universität Koblenz-Landau - Kai J. Jonas, University of Amsterdam*

15:50 - Universiteitstheater

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- ✕ S48 **Dynamic aspects of social hierarchies: Changes in hierarchies across time, personality, stature and culture.**  
Past research has mostly construed hierarchy as static dimension. The present symposium provides a novel perspective examining social hierarchy as a dynamic dimension. We discuss cutting-edge research that examines changes in hierarchies across time, personality, stature and culture.  
*Matthias S. Gobel, University College London*
- S48:01 **Rising stars and sinking ships: Rank change colors status judgment**  
Changes in social rank are omnipresent phenomena. Alternate to the static view of status, across studies, when final rank is held constant people/products/institutions are judged as higher-status when this position is preceded by an ascent rather than descent in hierarchy.  
*Niro Sivanathan, London Business School*  
*Nathan Pettit, New York University - Eric Gladstone, Cornell University - Jenner Carson Marr, Georgia Institute of Technology - Hemant Kakker, Indian School of Business*  
14:30 - OMHP D0.09
- S48:02 **Downfall of extraverts and rise of neurotics: Dynamic process of status allocation in task groups**  
Building on the dark sides of extraversion and the bright sides of neuroticism we examine how variations in personality affect status changes over time. Our findings challenge the persistence of extraverts' advantage and neurotics' disadvantage in task group status hierarchies.  
*Corinne Bendersky, University of California, Los Angeles*  
*Neha Parikh Shah, Rutgers University*  
14:50 - OMHP D0.09
- S48:03 **Big, strong, and mighty: How status and stature dynamically influence each other**  
We investigate the relationship between physical size and status in social hierarchies. Size is related to status in many species (the status-size hypothesis). We review the evidence for this hypothesis, drawing on both social psychological, anthropological and biological data.  
*Mark Van Vugt, VU University Amsterdam*  
*Nancy M. Blaker, VU University Amsterdam - Thomas V. Pollet, VU University Amsterdam*  
15:10 - OMHP D0.09
- S48:04 **The cultural boundaries of social hierarchy: Cultural beliefs modulate the dynamics of status-related gazing behaviour**  
We investigated how cultural beliefs influence the communication of social rank through gaze. Using experimental manipulations to separate signalling and perceiving functions of gaze, we explain why social rank changes how people look at each other differently across cultures.  
*Matthias S. Gobel, University College London*  
*Daniel C. Richardson, University College London - William W. Maddux, INSEAD - Heejung S. Kim, University of California, Santa Barbara*  
15:30 - OMHP D0.09

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S48:05

## Discussant

*Susan T. Fiske, Princeton University*

15:50 - OMHP D0.09



S49

## The advancement of women in the workplace: Progress or backlash?

This symposium advances our understanding of gender dynamics occurring when women enter powerful positions. These dynamics can be negative (causing sexism, backlash or queen-bee-behavior) but can also be positive when female leaders choose successors or function as role models.

*Belle Derks, Leiden University*

*Floor Rink, University of Groningen*

S49:01

## Do diversity initiatives cause men and women to turn a blind eye towards sexism?

Three experiments revealed that the mere presence (vs absence) of an organizational diversity initiative caused men and women to perceive unfair personnel policies as fairer to women, and to become less sensitive to sexism and less supportive of sexism claims.

*Cheryl Kaiser, University of Washington*

*Brenda Major, University of California, Santa Barbara - Laura M. Brady, University of Washington - Teri A. Kirby, University of Washington*

14:30 - OMHP D1.09

S49:02

## Who takes the floor and why: Gender, power, and volubility in organizations

Three studies demonstrate that when women are either primed or endowed with power, they talk less than men in similar situations. Analyses indicate that this difference is explained by women's desire to avoid negative consequences from being "too voluble."

*Victoria L. Brescoll, Yale University*

14:50 - OMHP D1.09

S49:03

## The Queen Bee Phenomenon: How men and women sustain gender inequality in the workplace

In two research lines we show that women turn to Queen Bee behavior to cope with social identity threat resulting from gender discrimination, and that men reward this behavior by choosing queen bees over more gender-identified women for executive positions.

*Belle Derks, Leiden University*

*Colette van Laar, Leiden University, the Netherlands - Naomi Ellemers, Leiden University, the Netherlands - Serena Does, University of California Los Angeles*

15:10 - OMHP D1.09

S49:04

## Gendered evaluations of leadership successors

Literature assumes that the tied social networks men have access to in organizations (i.e., Old Boys Networks) represent a key barrier for women's career progression because these networks close off top positions to those who do not fit a masculine culture. Our findings suggest that, compared to male leaders, female leaders may be more likely to evaluate successors on the basis of objective merit, rather than on subjective leadership cues.

*Floor Rink, University of Groningen*

*Janka Stoker, University of Groningen - Michelle Ryan, Exeter University, University of Groningen*

15:30 - OMHP D1.09

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- S49:05**      **The effects of successful female role models on women's leadership behavior: Inspiring or threatening?**  
 In two studies we showed that exposures to successful female leaders empowered women's behavior during a leadership task. This effect was explained by unconscious mimicry of the female role model's open body posture, which subsequently led to increased leadership performance.  
*Ioana Latu, University of Neuchâtel, Switzerland*  
*Marianne Schmid Mast, University of Neuchâtel - Dario Bombari, University of Neuchâtel - Joris Lammers, Cologne University*  
 15:50 - OMHP D1.09

- ✕ S50**      **The psychology of change: Life contexts, experiences, and identities**  
 This symposium is focused on the question of person change and the impact of life context, experience and identity in shaping the person. It brings together research on working memory capacity, happiness, personality and relative deprivation and well-being.  
*Nyla Branscombe, University of Kansas*

- S50:01**      **Changing the unchangeable: how the situation can improve intellectual ability in less than 10 minutes**  
 In four experiments, we demonstrated that working memory capacity (i.e., cognitive ability) can be easily improved by altering some key aspects of the social situation. It is therefore possible to change a usually considered unchangeable trait of the person  
*Jean-Claude Croizet, University of Poitiers*  
*Frédérique Autin, University of Poitiers*  
 14:30 - OMHP D0.08

- S50:02**      **Can giving to others change you?**  
 Traditional models assumed that happiness levels were stable. New research has shown that happiness is malleable and can increase by helping others. A series of experiments are reported demonstrating that giving can lead to positive change for the giver.  
*Lara Aknin, Simon Fraser University*  
 14:50 - OMHP D0.08

- S50:03**      **Personality trait levels are calibrated by their real and perceived functionality**  
 We discuss how levels of major personality trait dimensions such as the Big Five or HEXACO factors should be understood as being calibrated by their perceived functionality in the same manner as other behavioral tendencies.  
*Dustin Wood, Wake Forest University*  
*Jaap J.A. Denissen, Tilburg University*  
 15:10 - OMHP D0.08

- S50:04**      **Coping with dramatic social change: Expanding the theoretical scope of relative deprivation theory.**  
 How do individuals cope with dramatic social change? In this presentation, we offer specific research examples using Relative Deprivation Theory as a conceptual framework to illustrate how studying change can raise new questions that have important methodological and theoretical implications.  
*Roxane de la Sablonnière, Université de Montréal*  
*Serge Guimond, LAPSCO CNRS, Université Blaise Pascal*  
 15:30 - OMHP D0.08



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S50:05      **Discussant**  
*Nyla Branscombe, University of Kansas*  
15:50 - OMHP D0.08

✦ T30      **Contemporary research in environmental psychology**

T30:01      **Fifty shades of green: The effects of message framing in policy communication on climate change**

We investigated the effects of message framing on support for policies addressing the issue of climate change. We found the persuasiveness of messages to depend on the interplay between different levels of message framing and recipients' regulatory focus.

**Mauro Bertolotti, Catholic University of Milan**

*Patrizia Catellani, Catholic University of Milan*

14:30 - OMHP F0.01

T30:02      **Sceptical attitudes are not necessarily strongly held attitudes: Importance and certainty of climate change attitudes**

We present two surveys that examined strength of sceptical attitudes towards climate change (importance, certainty). Most sceptical views were mild and weakly held, and should be amenable to change. However, these attitudes could easily become more, rather than less, sceptical.

**Susan Watt, University of New England**

*Jonathan Allan, University of Wollongong*

14:50 - OMHP F0.01

T30:03      **Deconstructing scepticism towards climate change**

In this paper we proposed that "scepticism" towards climate change may not be rational scepticism – but, rather, a defence mechanism protection our identity and lifestyle choices. Experimentally controlled self affirmation subsequently increased the acceptability of climate change messages.

**Dimitrios Xenias, Cardiff University**

*Lorraine Whitmarsh, Senior Lecturer at Cardiff University - Adam Corner, Research Associate at Cardiff University*

15:10 - OMHP F0.01

T30:04      **Promoting pro-environmental behaviour among climate change sceptics**

Several studies unpack the psychology of anthropogenic climate change sceptics, and the factors that motivate them to be "green". These studies leave clues as to how to motivate pro-environmental behaviour among sceptics, even in the absence of conversion.

**Matthew Hornsey, University of Queensland**

*Kelly S. Fielding, University of Queensland - Paul Bain, University of Queensland -*

*Katherine Greenaway, University of Queensland*

15:30 - OMHP F0.01

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- T30:05**      **The Fukushima effect on attitudes, ambivalent beliefs and knowledge related to nuclear power**  
How does a salient event affect ambivalent beliefs and do these change attitudes? Ambivalent beliefs about nuclear power were investigated before and after the nuclear accident in Fukushima in a longitudinal survey and were related to attitudes and knowledge.  
*Vivianne Visschers, ETH Zurich*  
15:50 - OMHP F0.01
- ✕ S51**      **New directions in social comparison**  
Social comparison constitutes a fundamental social cognitive process and the focus of one of the major theories in social psychology. The present symposium aims at presenting the latest research on this key topic.  
*Gayannee Kedia, University of Cologne*  
*Katja Corcoran, University of Graz*
- S51:01**      **Social comparisons as social influence: Why and when**  
The influence of a third factor in social comparison, a source, is examined. First people's lay theories of comparison are examined using idiographic methods and scenario studies, then people's use of comparison in giving feedback to peers is explored.  
*Camille Johnson, San Jose State University*  
14:30 - OMHP C0.17
- S51:02**      **Social comparisons of the expanded self**  
We examine the social comparisons individuals make between their romantic partners and other people. We show that individuals who include their partner in their identity respond protectively when their partner is outperformed, downplaying the importance of the comparison dimension.  
*Penelope Lockwood, University of Toronto*  
*Sabrina Thai, University of Toronto*  
14:50 - OMHP C0.17
- S51:03**      **Social comparisons as means to reach goals**  
We suggest using a goal-framework to study standard selection processes in social comparison. Standards could be means to reach either one (unifinal) or several (multifinal) goals. If several goals are activated simultaneously, multifinal standards are preferred over unifinal ones.  
*Katja Corcoran, University of Graz*  
*Jens Lange, University of Cologne*  
15:10 - OMHP C0.17
- S51:04**      **Social comparison and the mental line hypothesis: When it's ok to treat people like numbers**  
Do we compare people in the same way as numbers? Five experiments show that social comparisons obey similar effects as comparisons of numbers and simple nonsocial magnitudes. These results suggest that personal characteristics are spatially represented along a mental line.  
*Gayannee Kedia, University of Cologne*  
*Katharina Banscherus, University of Cologne - Katja Corcoran, University of Graz - Thomas Mussweiler, University of Cologne*  
15:30 - OMHP C0.17

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- S51:05**      **Can downward social comparison activate the behavioral approach system, as power does?**  
 We investigate whether being better than others can activate the behavioral approach system. We will present several studies in which downward comparison favor aggressive tendencies, increase significantly action tendency, and marginally risk taking and difficulties in perspectives taking.  
**Nicolas Bochard, University Grenoble Alpes**  
*Dominique Muller, University Grenoble Alpes - Brad Bushman, Ohio State University - Baptiste Subra, Paris Descartes University - Emmanuelle Ceaux, University Grenoble Alpes*  
 15:50 - OMHP C0.17



## **T31      Stereotypes and prejudice 1**

- T31:01**      **Prejudice reduction: embodied theories at work**  
 Inter-group attitudes stem from affective-somatic reactions that we experience toward outgroup members. Two experiments tested whether we can reduced implicit prejudice modifying negative-affective-somatic reactions towards an outgroup. The training reduces both implicit prejudice and perceived homogeneity of the disliked outgroup.  
**Francesco Foroni, SISSA - International School for Advanced Studies**  
*Andrea Carnaghi, University of Trieste*  
 14:30 - OMHP C2.17
- T31:02**      **Respective roles of agency and competence in status perception**  
 Four studies show that agency and competence play different roles in social status perception. Agency is specifically attributes to higher status targets. By contrast, competence comes with respect attitude and can be attributed to a lower status target.  
**Antonin Carrier, University of Strasbourg**  
*Eva Louvet, University of Strasbourg - Odile Rohmer, University of Strasbourg - Vincent Yzerbyt, Université Catholique de Louvain*  
 14:50 - OMHP C2.17
- T31:03**      **Morality, sociability, and competence: Evidence for a three-dimensional model of person perception and stereotype content**  
 In contrast to two-factor (warmth/competence) models of person perception and stereotype content, we propose treating morality and warmth/sociability as separate dimensions of social cognition. We report four studies that support this three-dimensional model.  
**Jared Piazza, University of Pennsylvania**  
*Justin Landy, University of Pennsylvania - Geoffrey Goodwin, University of Pennsylvania*  
 15:10 - OMHP C2.17

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- T31:04**      **Effects of alcohol-related cues on racial biases and discrimination**  
Results across three studies suggest that simple exposure to alcohol-related cues can increase racial bias and discrimination by heavier reliance on automatic (relative to controlled) processes and operates through activation of general negativity rather than stereotypic associations.  
*Elena V. Stepanova, The University of Southern Mississippi*  
*Bruce D. Bartholow, University of Missouri - J. Scott Saults, University of Missouri - Ronald S. Friedman, University at Albany, State University of New York - Brodrick Benjamin, Florida Gulf Coast University - Corinne Gilad, Florida Gulf Coast University - Sarah Kovacs, Florida Gulf Coast, University - Robert Rand, Florida Gulf Coast University - Alecia Rager, Florida Gulf Coast University*  
15:30 - OMHP C2.17
- T31:05**      **Category learning and group size: A social-cognitive account of the formation of minority stereotypes**  
In real life, stereotypes about minority groups are more prominent and harder to dispel than those about majority groups - our research suggests that a biased process of category learning is sufficient to account for this disparity.  
*Dario Sacchi, University of California, Davis*  
*Jeffrey W. Sherman, University of California, Davis*  
15:50 - OMHP C2.17
- ✕ **S52**      **Perceiving unseen minds: Cognitive mechanisms of supernatural belief**  
Across time and culture, people robustly hold supernatural beliefs, including the existence of gods, spirits and an immortal soul. Four talks explore the underlying cognitive mechanisms of supernatural belief.  
*Kurt Gray, University of North Carolina*  
*Will Gervais, University of Kentucky*
- S52:01**      **Perceiving minds and gods: Mind perception as a cognitive foundation for religious belief**  
Converging evidence suggests that ordinary mind perception abilities form the cognitive foundation for religious belief. Mind perception abilities facilitate and constrains religious beliefs, and religious reminders trigger the same suite of consequences triggered by awareness of other minds.  
*Will Gervais, University of Kentucky*  
14:30 - OMHP A0.08
- S52:02**      **Mindless bodies and disembodied minds: Dualism makes PVS patients seem less minded than the dead**  
Three experiments reveal that dualism—the intuitive separation of mind and body—leads people to give vegetative patients less mind than the dead. Vegetative patients are seen as bodies without mind, whereas the dead are seen as minds without bodies.  
*Kurt Gray, University of North Carolina*  
*Daniel M. Wegner, Harvard University*  
14:50 - OMHP A0.08

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- S52:03**      **Brains and souls: Competing explanations for the experience of mind**  
Two studies examined how neuroscience explanations of mind impact belief in the soul. Strong neuroscience explanations decreased, but weak neuroscience explanations increased, belief in the soul. Physical and metaphysical explanations may be used reflexively as alternate explanations for mind.

**Jesse Preston, University of Illinois**

*Ryan Ritter, University of Illinois - Justin Hepler, University of Illinois*

15:10 - OMHP A0.08

- S52:04**      **Supernatural believers attribute more intentions to random movement than skeptics**  
Supernatural beliefs are proposed to be a by-product of theory of mind processing. Although theory of mind processing may be a prerequisite for some supernatural beliefs, individual differences in the processing may also contribute to believing and unbelieving.

**Tapani Riekk, University of Helsinki**

*Tuukka Raij, Aalto University School of Science - Marjaana Lindeman, University of Helsinki*

15:30 - OMHP A0.08



## T32      Perception and attention

- T32:01**      **A group's attractiveness is greater than the mean attractiveness of its members: Testing the cheerleader-effect**  
We examine the so-called cheerleader-effect, which implies that the perceived attractiveness of a group as a whole is greater than the mean attractiveness of its members. Eight studies and a meta-analysis reveal the existence of and the process causing the cheerleader-effect.

**Yvette van Osch, Tilburg University**

*Irene Blanken, Tilburg University - Maartje Meijs, Tilburg University - Job van Wolferen, Tilburg University*

14:30 - OMHP F0.02

- T32:02**      **New knowledge depends on old knowledge: Implications for stereotype formation, person perception, and attitude change**  
Attention Theory describes how attention is allocated in order to distinguish novel categories from known categories. This simple learning mechanism has important implications for understanding stereotype formation, person perception, and attitude change.

**Jeffrey Sherman, University of California Davis**

*Dario L. M. Sacchi, University of California, Davis - Lisa Huang, University of California, Davis*

14:50 - OMHP F0.02

- T32:03**      **If you negate you may forget: Negation weakens memory**  
Correctly negating a feature of an entity hinders the memory for that entity - for example, after seeing someone drink white wine, answering "no" to "did he have red wine?" may lead one to forget he was drinking wine at all.

**Ruth Mayo, The Hebrew University Jerusalem**

*Yaacov Schul, The Hebrew University of Jerusalem - Meytal Rosenthal, The Hebrew University of Jerusalem*

15:10 - OMHP F0.02

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T32:04

## **Sometimes close, sometimes far, but always quick – Investigating the neural time-course of social comparisons**

Investigating the time-course of social comparisons using electroencephalography, participants compared the attractiveness, trustworthiness or size of faces. Comparisons took place already 200 ms after stimulus onset suggesting that social and magnitude comparisons take effect at early, overlapping stages of stimulus-evaluation.

***Katharina Banscherus, University of Cologne***

*Jutta Stahl, University of Cologne - Thomas Mussweiler, University of Cologne -*

*Gayannée Kedia, University of Cologne*

15:30 - OMHP F0.02

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S53

## **School diversity: Bridging minority and majority group perspectives**

New research on school diversity shows how minority and majority perspectives on intergroup relations impact on minority acceptance and achievement. Combined longitudinal, multi-level and social-network methods reveal real benefits of a positive diversity climate through daily contacts.

**Karen Phaet, University of Leuven**

*Rupert Brown, Sussex University*

S53:01

### **Effects of and conditions for intergroup contact: Network analytic enrichment of traditional measures**

This project applies the surprisingly understudied social network approach for investigating intergroup contact, which objectively illuminates its underlying influence processes. Network-analytically enriched data from 10,922 students provided new insights concerning the effects of and conditions for intergroup contact.

**Ralf Woelfer, Oxford University**

*Miles Hewstone, Oxford University*

16:35 - Aula

S53:02

### **Integration and peer acceptance: Acculturation attitudes and norms in ethnically diverse classrooms**

Looking beyond minority's individual acculturation preferences, classroom norms of acculturation greatly influence minority peer rejection. Minority pupils feel more accepted when classmates support integration rather than assimilation, and outcomes are best when class norms and minority preferences match.

**Laura Celeste, University of Leuven**

*Loes Meeussen, University of Leuven - Karen Phaet, University of Leuven - Rupert Brown, Sussex University*

16:55 - Aula

S53:03

### **Student-teacher relationships and ethnic attitudes: The mediating role of empathy**

We examined the relation between student-teacher relationship quality and students' interethnic attitudes. Students who shared secure relationships with their teachers reported a stronger endorsement of multiculturalism and more positive out-group evaluations. These links were partially mediated by students' empathic tendencies.

**Jochem Thijs, Utrecht University**

*Maykel Verkuyten, Utrecht University - Jolien Geerlings, Utrecht University*

17:15 - Aula

S53:04

### **The 'jigsaw classroom' revisited: How teachers' diversity perspectives affect minority and majority group cooperation**

Looking beyond individual diversity attitudes, we find that teachers' diversity perspectives affect students' engagement in a cooperative learning environment. Specifically, teachers' multiculturalism supported, and colorblindness hampered, minority group cooperation, whereas majority members were unaffected by diversity perspectives.

**Loes Meussen, University of Leuven**

*Sabine Otten, University of Groningen - Karen Phaet, University of Leuven - Kaat Van Acker, Max Planck Institute*

17:35 - Aula



# Scientific Programme

Thursday July 10

16:35 - 18:15



S54

## How eye-tracking paradigms can shed light on the social dynamics of attention

This symposium will discuss state-of-the-art eye-tracking research in the field of social cognition. A series of five papers will uniquely show how visual attention serves as a valuable tool for studying online social perception.

**Tim Faber, University of Amsterdam**

**Kai Jonas, University of Amsterdam**

S54:01

### Impulsive buying and visual attention: A framework

We argue that shopping contexts evoke a “shopping mindset” with a broad focus of attention in impulsive buyers. A series of studies with different methods such as eye tracking supports this hypothesis.

**Arnd Florack, Universität Wien**

**Oliver Büttner, Universität Wien - Benjamin Serfas, Universität Wien**

16:35 - VOC zaal

S54:02

### Visual attention for response means in a social context

Even though social context has improved our understanding of classical ideas on social perception, measures of perception often are indirect. Using eye-tracking, we show how attention for means is guided by our perception of others in their social context.

**Tim Faber, University of Amsterdam**

**Kai Jonas, University of Amsterdam**

16:55 - VOC zaal

S54:03

### Using eye movements to track other peoples' mental states

This talk reviews a series of eye-tracking studies that explore how knowledge of others' mental states influences understanding of their behaviour, specifically the time-course with which we make social inferences and use this knowledge to predict others' actions in real-time.

**Heather Ferguson, University of Kent**

17:15 - VOC zaal

S54:04

### The reciprocity of gaze and social interaction

Social interaction shapes visual attention. In some tasks, people will coordinate their gaze - in others, their visual attention diverges. The nature of this gaze coupling is determined by subtle aspects of the task, the rewards and the relationships between people.

**Daniel Richardson, University College London**

17:35 - VOC zaal

S54:05

### Using interactive eyetracking to throw light onto the 'dark matter' of social neuroscience

Although social neuroscience has advanced our understanding of social processes in perception and action, only recently social interactions have become part of this research field. Using neuroimaging-compatible eyetracking techniques allows us to study the neural correlates of real time interaction.

**Leonard Schilbach, University Hospital Cologne**

17:55 - VOC zaal

# Scientific Programme

Thursday July 10

16:35 - 18:15



## T33 Intergroup contact 1

- T33:01 Ecological evidence that positive intergroup contact is more common, but negative contact is more influential**  
In five European countries, we examined frequency of positive and negative intergroup contact and influence on outgroup attitudes. While positive contact was more common, negative contact was more influential, hence possibly evening out their effects in naturalistic intergroup settings.  
**Sylvie Graf, Academy of Sciences of the Czech Republic**  
Stefania Paolini, University of Newcastle - Mark Rubin, University of Newcastle  
16:35 - Doelenzaal
- T33:02 Cross-sex contact and the principle-implementation gap: Talk the talk and walk the walk?**  
We investigated the impact of cross-sex contact on the gender Principle-Implementation Gap. Our survey findings demonstrate the existence of the gap as well as differential effects of cross-sex contact for women and men on this Gap.  
**Manuela Thomae, The Open University**  
John Dixon, The Open University  
16:55 - Doelenzaal
- T33:03 Intergroup contact elevates environmental concern**  
The promise of intergroup contact may be much broader than originally conceived. The present results provide the first evidence that the benefits of intergroup contact for promoting tolerance and egalitarianism can extend to the societally-relevant issue of environmental protection.  
**Rose Meleady, University of East Anglia**  
Richard Crisp, University of Sheffield - Tim Hopthrow, University of Kent  
17:15 - Doelenzaal
- T33:04 Reducing prejudice among young children with imagined intergroup contact**  
A series of six experimental interventions shows that imagined contact reduces prejudice among elementary school children and pre-schoolers. Results also revealed that imagined contact can be drawn by younger children and is more effective when a common identity is salient.  
**Loris Vezzali, University of Modena and Reggio Emilia**  
Dino Giovannini, University of Modena and Reggio Emilia - Sofia Stathi, University of Greenwich - Richard J. Crisp, University of Sheffield - Dora Capozza, University of Padova  
17:35 - Doelenzaal
- T33:05 Histories of outgroup contact buffer against negative contact's disproportionate effects in the present**  
Negative (vs. positive) intergroup contact may disproportionately affect intergroup relations because it causes higher category salience. Four studies demonstrate that individuals' histories of positive and extensive outgroup contact buffer against the disproportionate impact of negative contact on category salience.  
**Stefania Paolini, The University of Newcastle**  
Jake Harwood, University of Arizona - Mark Rubin, the University of Newcastle - Shenel Husnu, Eastern Mediterranean University - Nicholas Joyce, University of Arizona - Miles Hewstone, University of Oxford  
17:55 - Doelenzaal

# Scientific Programme

Thursday July 10

16:35 - 18:15



S55

## **So easy, yet so difficult: Social psychological aspects in smile expression and perception**

What messages are conveyed by the human smile? How do perceivers correctly decode subtle meanings of different smiles? And why are smiles, despite their ubiquity, a source of so many cross-cultural misunderstandings? The symposium will discuss these compelling questions.

**Magdalena Rychlowska, Université Blaise Pascal, University of Wisconsin-Madison**

**Eva Krumhuber, University College London**

S55:01

### **Methodological advances in the study of facial mimicry and smile discrimination**

This research tested the validity of the mouthguard technique for blocking facial mimicry and showed that participants using this technique were less accurate in distinguishing true from false smiles compared to participants in the 'free-mimicry' and 'muscle-control' conditions.

**Eva Krumhuber, University College London**

**Elena Cañadas, Université de Neuchâtel - Paula M. Niedenthal, University of Wisconsin-Madison - Adrienne Wood, University of Wisconsin-Madison - Agneta Fischer, University of Amsterdam**

16:35 - Universiteitstheater

S55:02

### **Smile mimicry in a negative setting**

This research examines the presence of smiles in negative emotional contexts and shows that friends (and not strangers) signal reassurance by mimicking these smiles, but not the negative expressions preceding them.

**Agneta Fischer, University of Amsterdam**

16:55 - Universiteitstheater

S55:03

### **Cultures of smiling: How long-history migration predicts the social functions of smiles**

We explored, in nine countries, the extent to which motives of rewarding, bonding, and negotiating hierarchies are considered reasons to smile. A new cultural dimension – homogeneity-heterogeneity – best predicted the degree to which participants endorsed these motives for smiling.

**Magdalena Rychlowska, Université Blaise Pascal, University of Wisconsin-Madison**

**Paula M. Niedenthal, University of Wisconsin-Madison, - Yuri Miyamoto, University of Wisconsin-Madison**

17:15 - Universiteitstheater

S55:04

### **Tools for love, sympathy and war: What do pleasure, affiliation and dominance smiles look like?**

Adaptive social behaviors of reward, bonding, and social hierarchy negotiation are associated with distinct dynamic face signals as revealed by reverse correlation methods.

**Rachael Jack, University of Glasgow**

**Oliver G. B. Garrod, University of Glasgow, - Philippe G. Schyns, University of Glasgow - Paula M. Niedenthal, University of Wisconsin-Madison**

17:35 - Universiteitstheater

# Scientific Programme

Thursday July 10

16:35 - 18:15



S56

## **On power and prosociality: Dynamic and reciprocal relationships between hierarchical position and (anti)social behavior**

This symposium showcases exciting developments in research on power and prosociality. It addresses the prosocial versus selfish motives and behaviors that propel individuals to positions of power as well as the effects of power on interpersonal sensitivity and prosocial behavior.

**Gerben Van Kleef, University of Amsterdam**

*Astrid Homan, University of Amsterdam*

S56:01

### **Power motives: Why do people accumulate power?**

Who strives for power? This study investigates how the motivation to attain power is differentially related to motives to gain control over others, to act responsibly, to be independent, and to attain high status.

**Lukas Koning, University of Amsterdam**

*Eftychia Stamkou, University of Amsterdam*

16:35 - OMHP D0.09

S56:02

### **How norm violations shape social hierarchies: Only low-ranking individuals grant power to rule breakers**

Powerful people often violate norms, and vice versa, breaking rules signals power. Three studies show that perceivers' standing in the social hierarchy affects their tendencies to afford power to norm violators. This may be explained by perceivers' selfish power motives.

**Eftychia Stamkou, University of Amsterdam**

*Gerben A. Van Kleef, Universiteit van Amsterdam - Astrid C. Homan, Universiteit van Amsterdam*

16:55 - OMHP D0.09

S56:03

### **Power gets you high: Powerful people are more inspired by themselves than by others**

Why do powerful people tend to talk so much and listen so poorly? We show in three studies that high-power (but not low-power) individuals derive greater inspiration from recounting their own experiences than from learning about those of others.

**Gerben Van Kleef, University of Amsterdam**

*Christopher Oveis, University of California, San Diego - Astrid C. Homan, University of Amsterdam - Ilmo van der Löwe, University of Cambridge - Dacher Keltner, University of California, Berkeley*

17:15 - OMHP D0.09

S56:04

### **Power and interpersonal accuracy: Mediators, moderators, and effects**

In certain situations, the powerful are more interpersonally accurate than the powerless: Power as socioeconomic status predicts better inference accuracy and experimentally manipulated power relates to higher recall accuracy. Interpersonally accurate leaders effectively adapt their leadership style to their subordinates.

**Marianne Schmid Mast, University of Neuchâtel**

*Ioana Latu, University of Neuchâtel - Dario Bombari, University of Neuchâtel, Switzerland - Denise Frauendorfer, University of Neuchâtel*

17:35 - OMHP D0.09

# Scientific Programme

Thursday July 10

16:35 - 18:15

- S56:05**      **Acceleration with steering: The synergistic benefits of combining power and perspective-taking**  
 Three experiments found that power combined with perspective-taking increases other-oriented information sharing, the propensity to share and integrate information that takes into account the knowledge and interests of others. Power with perspective-taking increased interactional justice and produced accurate group decisions.  
*Adam Galinsky, Columbia University*  
*Joe C. Magee, New York University - Diana Rus, University of Groningen - Naomi B. Rothman, Lehigh University - Andrew R. Todd, University of Iowa*  
 17:55 - OMHP D0.09
- ✕ S57**      **Why are there so few women in power? A fresh look through the glass ceiling**  
 This symposium aims to advance understanding as to why there are so few women in power. The research presented addresses psychological process on part of employers and on part of female employees, which point to understudied barriers to women's advancement.  
*Tamar Saguy, Interdisciplinary center (IDC), Herzliya*
- S57:01**      **Struggling on the way up: Experimental evidence for gender discrimination in pay-raise decisions**  
 We provide evidence for gender discrimination in manager's pay-raise decisions. High pay-raises were supported more for a male, compared to a female employee - whereas small pay-raises were supported more for female, rather than male, employee.  
*Tamar Saguy, Interdisciplinary center (IDC), Herzliya*  
*Moran Ansiman-Razin, Interdisciplinary center (IDC), Herzliya*  
 16:35 - OMHP D1.09
- S57:02**      **The Price of Power: Power-Seeking and Backlash Against Female Politicians .**  
 Threats to group status motivate defending the threatened social identity if framed in moral terms, and striving for improvement if framed in non-moral terms. This effect is mediated by the relative focus of outrage on in-group versus out-group.  
*Victoria Brescoll, Yale University*  
*Tyler Okimoto, Yale University*  
 14:50 - OMHP F0.02
- S57:03**      **Time or Belonging? How identity predicts perceptions of work-life balance**  
 In two studies, we find that when female politicians express a desire for power, people are less likely to vote for them than male politicians. We find this is because power-seeking politicians are seen as less warm, communal and competent.  
*Michelle Ryan, University of Exeter, University of Groningen*  
*Kim O. Peters, Queensland University - Floor Rink, University of Groningen - Janka Stoker, University of Groningen*  
 17:15 - OMHP D1.09

# Scientific Programme

Thursday July 10

16:35 - 18:15

**S57:04      Negotiating identities: Upward mobile individuals' identity management and consequences**

How do upwardly mobile individuals combine status-inconsistent identities? Findings of five studies suggest an integrated identity-configuration: Upwardly mobile individuals boost their identification with the achieved group without reducing their identification with the lower-status group, undermining support for the inherited group.

**Clara Kulich, University of Geneva**

*Fabio Lorenzi-Cioldi, University of Geneva - Vincenzo Iacoviello, University of Geneva*

17:35 - OMHP D1.09

**S57:05      Discussant**

**Laurie Rudman, Rutgers University**

17:55 - OMHP D1.09



**S58      Ironies of selection in education: Low-status students between status blindness and status assets**

Meritocratic selection in education produces "status blindness"—beliefs that achievement reflects individual dispositions—which may contribute to the reproduction of social inequalities, whereas unveiling social status may allow low status students to focus on the assets of their social status.

**Frederique Autin, University of Lausanne**

*Celine Darnon, Clermont Université, Université Blaise Pascal & French University Institute -*

*Fabrizio Butera, University of Lausanne*

**S58:01      Meritocratic values at school and their impact on children's self-efficacy and achievement.**

It is argued that school meritocratic ideology pushes children to internalize social class differences in the form of a low/high self-efficacy. Induced meritocracy enhances the achievement gap between high and low socioeconomic status children and self-efficacy partially mediates this effect.

**Celine Darnon, Clermont Université, Université Blaise Pascal & French University Institute**

*Virginie Wiederkehr, Clermont University, Blaise Pascal University - Benoit Dompnier, University of Lausanne - Delphine Martinot, Clermont University, Blaise Pascal University*

16:35 - OMHP D0.08

**S58:02      Gender stereotypes and academic meritocracy as system justification ideologies in academic contexts**

Two studies illustrate that motivation to justify the system (Jost & Banaji, 1994) might be achieved through the mobilization of different ideologies in academic contexts: gender stereotypes of math and verbal competence and academic meritocracy.

**Virginie Bonnot, Paris Descartes University**

*John Jost, New York University - Silvia Krauth-Gruber, Paris Descartes University*

16:55 - OMHP D0.08

# Scientific Programme

Thursday July 10

16:35 - 18:15

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- S58:03**      **Normative vs. formative assessment as tools for social order (re)production**  
 Participants marked the dictation of low vs. high-SES pupils using normative vs. formative assessment. In the normative condition, participants detected more mistakes and judged more negatively low-SES pupils. In the formative condition, participants judged more positively high-SES pupils  
*Frederique Autin, University of Lausanne*  
*Anatolia Batruch, University of Lausanne - Fabrizio Butera, University of Lausanne*  
 17:15 - OMHP D0.08
- S58:04**      **Closing the social class achievement gap: A diversity education intervention improves first-generation students' academic performance.**  
 An experimental intervention aimed at reducing the social class achievement gap was tested. A diversity education intervention taught college students about how different backgrounds shape the college experience. The intervention improved first-generation students' academic performance and all students' college transition.  
*Nicole M. Stephens, Kellogg School of Management, Northwestern University*  
*MarYam G. Hamedani, Center for Comparative Studies in Race and Ethnicity, Stanford University - Mesmin Destin, School of Education and Social Policy and Psychology, Northwestern University*  
 17:35 - OMHP D0.08
- S58:05**      **University students' attachment to their social class background promotes their expectations of upward social mobility**  
 In correlational research, university students' attachment to their class background was positively associated with their expecting upward social mobility. In experimental research, making attachment more salient increased expectations of upward social mobility relative to making positive private regard more salient.  
*Nassim Tabri, Department of Psychology and Centre for Research in Human Development, Concordia University - Department of Psychiatry, Massachusetts General Hospital/Harvard Medical School*  
*Michael Conway, Department of Psychology and Centre for Research in Human Development, Concordia University*  
 17:55 - OMHP D0.08



## T34      New approaches to studying attitudes

- T34:01**      ***This presentation has been withdrawn***  
**Distinguishing between affective attitudes and anticipated affective reactions**  
 Affective attitudes and anticipated affective reactions tap affective influences on behavior. Across health behaviors we show both constructs are empirically distinct and independently predictive of intentions and behavior (alongside other Theory of Planned Behavior constructs).  
*Mark Conner, University of Leeds*  
*Rebecca Lawton, University of Leeds - Rosie McEachan, University of Leeds*  
 16:35 - OMHP F0.01



# Scientific Programme

Thursday July 10

16:35 - 18:15

- T34:02**      **Objective and subjective approaches to measuring attitude structure: Considering the theoretical implications of methodological choices**  
We propose a new dual-construct perspective: Objective measures of attitude structure reflect processing ability whereas subjective measures reflect processing motivation. Affective reading time was negatively predicted by an objective measure of affective-cognitive bases but positively predicted by a subjective measure.  
*(Ya Hui) Michelle See, National University of Singapore*  
*Leandre R. Fabrigar, Queen's University - Richard E. Petty, The Ohio State University*  
16:55 - OMHP F0.01
- T34:03**      **Observing eye gaze: Effects of perceived attention orientation on neutral and negative stimuli**  
Two studies examined the effect of observing another person's gaze being directed toward or away from an object on evaluation depending on the object's valence. Threatening stimuli were evaluated less negatively when people observed another person gazing at the stimuli.  
*Michaela Huber, Technische Universitaet Dresden*  
17:15 - OMHP F0.01
- T34:04**      **New directions in attitude research: Top-down modulation of automatic attitude activation.**  
We will demonstrate that automatic attitude activation is dependent upon feature-specific attention allocation. Implications for cognitive bias modification procedures will be discussed.  
*Adriaan Spruyt, Ghent University*  
*Tom Everaert, Ghent University*  
17:35 - OMHP F0.01
- T34:05**      **Attitudes as networks: Introducing the componential attitude network (CAN) model**  
We present a comprehensive model of attitudes that is based on network theory: the Componential Attitude Network (CAN) model. Attitudes are proposed to have a small-world structure and connectivity of attitude networks is proposed as an explanation of attitude dynamics.  
*Jonas Dalege, University of Hamburg*  
*Denny Borsboom, University of Amsterdam - Frenk van Harreveld, University of Amsterdam - Helma van den Berg, TNO (Netherlands Organization for Applied Scientific Research) - Mark Conner, University of Leeds - Han van der Maas, University of Amsterdam*  
17:55 - OMHP F0.01

# Scientific Programme

Thursday July 10

16:35 - 18:15



S59

## **Socially situated cognition: Illuminating different facets of socially shaped memory**

This symposium addresses memory as distributed and socially situated. The presentations reveal the diverse sociocognitive processes that groups induce in shaping memory and their consequences. The discussion highlights the significance of this research for socially situated cognition.

**Margarida Garrido, ISCTE-Lisbon University Institute & Utrecht University**

*Leonel Garcia-Marques, University of Lisbon*

S59:01

### **Cue mediated collaborative recall: A peek into the collaborative memory toolbox**

We report three experiments showing that the mere expectation of interaction and collaboration provides organizational frameworks for representing information in memory that enhance individual and collaborative memory for previously shared events.

**Margarida Garrido, ISCTE-Lisbon University Institute & Utrecht University**

*Leonel Garcia-Marques, University of Lisbon*

16:35 - OMHP C0.17

S59:02

### **You do the smarts I just recall it – A case for distributed person memory**

In person memory, both the retrieval of impression-relevant and the process of forming an impression can be often performed collaboratively. Groups of individuals working alone recalled more information than collaborative groups, however, when participants formed impressions collaboratively, collaborative inhibition disappeared.

**Leonel Garcia-Marques, University of Lisbon**

*Margarida Vaz Garrido, ISCTE-Lisbon University Institute & Utrecht University - David L. Hamilton, University of California, Santa Barbara*

16:55 - OMHP C0.17

S59:03

### **The contrasting effects of expertise and mistrust on social contagion and socially shared retrieval-induced forgetting**

Speakers reshape listeners' memories through at least two means: (1) social contagion and (2) socially shared retrieval-induced forgetting. Here, we report on two experiments exploring how the social relationships between speaker and listener moderate these conversational effects on memory.

**Jonathan Koppel, Center on Autobiographical Memory Research, Aarhus University**

*Dana Wohl, New School for Social Research - Robert Meksin, New School for Social Research - William Hirst, New School for Social Research*

17:15 - OMHP C0.17

S59:04

### **Remembering the football world cup in Germany: Epistemic and social consequences of perceived memory sharedness**

In two experiments, we manipulated perceived sharedness of Germans' memories for the 2006 Football World Cup in Germany. Consistent with a shared-reality account, memory confidence, perceptions of shared relevance, and identification with Germany were enhanced under high (vs. low) sharedness.

**Gerald Echterhoff, University of Münster, Department of Psychology**

*René Kopietz, University of Münster, Department of Psychology*

17:35 - OMHP C0.17

S59:05

### **Discussant**

**Gün Semin, Utrecht University & Koç University**

17:55 - OMHP C0.17

# Scientific Programme

Thursday July 10

16:35 - 18:15



## T35 Stereotypes and prejudice 2

- T35:01**      **Previously overlooked couple dynamics to explain working mothers' work-to-family conflict: The role of gender-role attitudes**  
This research highlights the importance of previously overlooked couple dynamics, i.e., spouses' gender-role attitudes (GRA), to explain working mothers' work-to-family conflict (WFC). Results show, amongst others, that working mothers experience the more WFC the more traditional the husband's GRA are.  
*Rebekka S. Steiner, University of Lausanne*  
*Franciska Krings, University of Lausanne - Bettina S. Wiese, RWTH Aachen*  
16:35 - OMHP C2.17
- T35:02**      **The effects of sexualization prior to adolescence: exposure to sexualized commercials disrupts children's cognitive performance**  
In two studies we exposed pre-adolescents to sexualized vs. non-sexualized images of children, and asked them to complete a math test and a working memory test. The negative effect of images on math performance was mediated by working memory performance.  
*Maria Giuseppina Pacilli, University of Perugia*  
*Carlo Tomasetto, University of Bologna - Elisa Fachechi, University of Perugia - Chiara Morbidini, University of Perugia*  
16:55 - OMHP C2.17
- T35:03**      **Valence asymmetries in person perception and person memory are mediated by similarity**  
We show that valence asymmetries in person perception and person memory are mediated by similarity. Valence asymmetries reversed when negative traits were selected to be more similar to each other than positive traits.  
*Juliane Burghardt, University of Cologne*  
*Christian Unkelbach, University of Cologne*  
17:15 - OMHP C2.17
- T35:04**      **Visual stereotypes of victims and perpetrators of rape: a reverse correlation approach.**  
We investigated visual stereotypes in the context of sexual aggression using the reverse correlation methodology. Our data suggests that visual stereotypes have an impact on judgments of liability in rape scenarios and vary interindividually as a function of rape-related attitudes.  
*Johannes Lutz, University of Potsdam*  
*Robert Buschin, University of Potsdam*  
17:35 - OMHP C2.17
- T35:05**      **Meta-analyses on the effects of counter-stereotypes for intergroup processes.**  
Meta-analyses on the effects of exposure to counter-stereotypic information found support for individual-to-group generalization and moderation by exemplar number, exemplar typicality, exemplar valence, outgroup valence, and type of metacognitive cue. We discuss perceiver's active role and outgroup exposure through media.  
*Kylie McIntyre, The University of Newcastle*  
*Stefania Paolini, The University of Newcastle - Miles Hewstone, Oxford University*  
17:55 - OMHP C2.17

# Scientific Programme

Thursday July 10

16:35 - 18:15

- ✕ S60 **The benefits and pitfalls of deliberative processing in judgments and decision making**  
In this symposium, four presentations shed new light on the antecedents and consequences of deliberative processes for judgments and decisions. Together these lines of research demonstrate that deliberative reasoning has specific advantages and disadvantages across different judgment and decision-making contexts.  
*Laura Scherer, University of Missouri, Columbia*  
*Marieke de Vries, University of Tilburg*
- S60:01 **Reducing information avoidance through contemplation**  
In three studies we show that inducing people to contemplate their motives for seeking and avoiding their personal risk information reduces risk-feedback avoidance, but only when seeking is the rationally-superior option.  
*Jennifer L. Howell, University of Florida*  
*James A. Shepperd, University of Florida*  
16:35 - OMHP A0.08
- S60:02 **The metacognitive advantage of deliberative thinkers: Dual-process models and social metacognition**  
Whenever intuition and deliberation suggest different responses, people who give the deliberative response first thought of the alternative intuitive solution. Therefore, they are able to infer alternative responses that others might give.  
*Andre Mata, University of Heidelberg*  
16:55 - OMHP A0.08
- S60:03 **Overconfidence in deliberation: The consequences of deliberative thought on decision quality and confidence**  
Deliberation can enhance confidence in low-quality decisions. In particular, when a decision depends on one's personal preferences, deliberation can increase decision confidence even when the chosen option is in direct conflict with one's stated preferences.  
*Laura D. Scherer, University of Missouri, Columbia*  
17:15 - OMHP A0.08
- S60:04 **Mood and deliberative processing in decision making**  
We present five studies on mood and deliberative processing in decision making, showing that mood impacts (a) even dominated choices (b) the tendency for deliberation to regulate behavior, and (c) our subjective evaluation of deliberative decisions.  
*Marieke de Vries, University of Tilburg*  
*Rob Holland, Radboud University Nijmegen - Berlinda Hermesen, Radboud University Nijmegen - Ad van Knippenberg, Radboud University Nijmegen - Cilia Witteman, Radboud University Nijmegen*  
17:35 - OMHP A0.08

# Scientific Programme

Thursday July 10

14:30 - 16:10



## T36 Health, well-being, and behaviour

- T36:01**      **Influencing health discussions: The influence of emotions on conversational valence and binge drinking**  
The current study, employing an experimental, pretest-posttest, randomized exposure design (N = 208), showed that the emotions induced by anti-alcohol messages influence conversational valence about alcohol (i.e., how negative or positive people speak about alcohol) and subsequent persuasion outcomes.  
**Hanneke Hendriks, Leiden University / University of Amsterdam (ASCoR)**  
*Bas van den Putte, University of Amsterdam, Amsterdam School of Communication Research (ASCoR) - Gert-Jan de Bruijn, University of Amsterdam, Amsterdam School of Communication Research (ASCoR)*  
16:35 - OMHP F0.02
- T36:02**      **A Longitudinal Study of the Association between Compulsive Internet Use and Wellbeing**  
Compulsive Internet use (CIU) has been linked to lower wellbeing. Yet, questions regarding the directionality of this association remain unanswered. A longitudinal study among adults suggests CIU increases depression, loneliness and stress over time, and decreases happiness.  
**Linda Muusses, VU University Amsterdam**  
*Catrin Finkenauer, VU University Amsterdam - Peter Kerkhof, VU University Amsterdam - Cherrie J. Billede, VU University Amsterdam*  
14:50 - OMHP F0.02
- T36:03**      **When health threat prompts self-serving bias: How health threat influences information search on the Internet**  
Health threats elicit self-serving information processing. We investigated how this self-serving bias affected information search on the Internet. In four studies (experimental and longitudinal), health threats elicited positively biased information search and, thereby, more optimistic representations of health over time.  
**Hannah Greving, Knowledge Media Research Center, Tübingen**  
*Kai Sassenberg, Knowledge Media Research Center, Tübingen*  
17:15 - OMHP F0.02



# Poster Session 4

Thursday July 10

18:15 - 19:15 - Atrium

- P04:01**      **Why are conservatives happier than liberals: Further evidence for system justification effects**  
 Why are conservatives happier than liberals? The present study seeks to reconcile different explanations for this life satisfaction gap with representative survey data from Germany (ALLBUS 2010). Evidence was obtained for a system justification explanation, while other mediators were non-significant.  
*Sebastian Butz, University of Mannheim*  
*Herbert Bless, University of Mannheim*
- P04:02**      **Sisters shouldn't be doing it for themselves! Interdependent problem-solving buffers stress amongst women**  
 Based in the stress-buffering literature, this presentation discusses empirical evidence that shows that the stress- and anxiety-reducing effects of an interdependent problem-solving style are significantly greater among women than among men.  
*Samineh Sanatkar, University of Newcastle*  
*Keith Harris, University of Newcastle - Mark Rubin, University of Newcastle*
- P04:03**      **Mediating roles of meaning in life, death and religiosity on relationship between self and well-being**  
 The impact of self orientations on subjective and psychological well-being was investigated and the possible mediating roles of attitudes towards death, religious outlook, and meaning in life on the association between self orientations and well-being were tested in the study.  
*Zuhal Yeniceri, Baskent University*  
*E. Olcay Imamoğlu, Middle East Technical University*
- P04:04**      **Can a visual representation of the recommended serving size diminish the pack size effect?**  
 We investigate if adding a recommended serving size (RSS) on the front of a package can diminish the pack size effect. Results show that although the RSS is capable of reducing consumption, the pack size effect itself remains equally strong.  
*Iris Versluis, Erasmus School of Economics*  
*Esther K. Papies, Utrecht University - David Marchiori, Tilburg School of Social and Behavioral Sciences*
- P04:05**      **Do positions of leadership make you happy? Gender-dependent influences of managerial positions on life satisfaction**  
 Based on data from a cross-national survey we observed that higher levels of leadership were associated with higher levels of life satisfaction. This relation was particularly pronounced for men whereas for women life satisfaction decreased with highest level of leadership.  
*Herbert Bless, University of Mannheim*  
*Nadia Granato, University of Mannheim*
- P04:06**      **Equality-based recognition as social basis of self-determination and well-being**  
 An empirical-psychological adaption of the ideas of social philosopher Axel Honneth examined the effects of (equality-based) recognition. Correlational and experimental data confirmed that equality-based recognition predicted well-being with this effect being mediated by self-determination. Interdisciplinary contributions are discussed.  
*Sophus Damm, University of Kiel*  
*Daniela Renger, University of Kiel - Bernd Simon, University of Kiel*



# Poster Session 4

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P04:07

## The role of disphoric experiences on the roots and nature of identity fusion

Previous research demonstrated that identity fusion predicts extreme pro-group behavior, but nothing is known about its nature. The present research is the first on exploring the role of shared intense experiences with the group in producing and/or affecting identity fusion.

**Carolina María Ferreira, National University of Distance Education**

Angel Gómez, National University of Distance Education - Harvey Whitehouse, University of Oxford - Alexandra Vázquez, National University of Distance Education - William B. Swann, Jr., University of Texas at Austin

P04:08

## Meaning in music: Music that deviated from expectations fosters derogation of outgroups and their members

Three experiments show that music that deviates from expectations fosters negative attitudes towards outgroups and their members. These results are interpreted as meaning maintenance efforts triggered by a violation of expected relations in music.

**Wijnand Van Tilburg, University of Southampton**

Paul J. Maher, University of Limerick - Annemieke J. M. van den Tol, University of Kent

P04:09

## Can group-level group identity be a basis for a group?

This study examined whether group-level group identity (GGL)—group identity within a whole group—could be a basis for group formation. Results showed that GGL positively influenced three factors necessary for group formation (interaction, emotional bond, and interdependence among members).

**Miki Ozeki, Waseda University**

P04:10

## Politicizing the political: An identity content analysis of politicization during the 2012 U.S. presidential elections

Politicization of US citizens during the 2012 US Presidential elections was examined using an identity content approach: The development in overlap between personal and political identity traits was explored in 28 (87) participants who did (not) politicize during the elections.

**Felicity Turner, University of Groningen**

Tom Postmes, Department of Social Psychology, University of Groningen - Martijn van Zomeren, Department of Social Psychology, University of Groningen

P04:11

## The role of common ground and shared reality on group formation and category emergence

The current studies investigate the role of basic commonalities on group formation processes that are not based on predefined group contexts. Thereby, we show that common ground and shared reality can be a basis of group and category emergence.

**Daniel Seewald, University of Jena**

Thomas Kessler, University of Jena - Gerald Echterhoff, University of Münster

P04:12

## Discrepancy between self-concept and stereotype of feminists predicts identification with feminism.

Two studies show that women, who observe discrepancies between their self-concept and their stereotype of feminists on the dimensions of ambition, masculinity, and likeability, are less likely to identify with feminism than women who do not observe such discrepancies.

**Maartje Meijs, Tilburg University**

Kate A. Ratliff, University of Florida - Joris Lammers, University of Cologne





# Poster Session 4

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- P04:13**      **Making support work: The interplay between social support and social identity**  
We showed experimentally that social identity is a crucial factor explaining the mixed results regarding the stress buffering effects of support: Social support buffered the neuroendocrine stress reaction only if a shared social identity among support provider and recipient existed.  
*Johanna U. Frisch, University of Hildesheim*  
*Jan A. Häusser, University of Hildesheim - Rolf van Dick, Goethe University Frankfurt - Andreas Mojzisch, University of Hildesheim*
- P04:14**      **Effects of self and in-group related attitudes in predicting well-being**  
The study was conducted with Turks in Turkey, Germany and Bulgaria with the aim of examining the effects self and in-group attitudes on well-being. The results pointed the consistent positive effect of self-esteem and country dependent differences of in-group attitudes.  
*Leman Korkmaz, BIGSSS*
- P04:15**      **The role of online community identity in structuring responses to stress in stigmatised groups**  
This study demonstrates that the social identity-based dynamics proposed as part of the 'Social Cure' paradigm can be facilitated by online groups and enhance well-being through their impact on perceptions of and responses to identity-relevant stressors.  
*Niamh McNamara, University of Bedfordshire*  
*Harriet Parsons, Bodywhys The Eating Disorders Association of Ireland*
- P04:16**      **Reacting to the smoking ban: The importance of identity in predicting reactions**  
Smokers' identification with nonsmoking as a behavior, and nonsmokers and smokers as groups influences their reactions to societal smoking ban policies. The influence of identity on reactions was found to be different in high and low SES smokers.  
*Eline Meijer, Leiden University*  
*Winnie Gebhardt, Leiden University - Colette van Laar, Leiden University - Marc Willemsen, STIVORO/Maastricht University - Arie Dijkstra, University of Groningen*
- P04:17**      **Support and group member prototypicality: The negative consequences of receiving support when it is needed.**  
The impact of intragroup member prototypicality and whether support was given or received on group member evaluation was investigated. Results suggest that peripheral group members – those who may need support the most – are evaluated negatively when receiving support.  
*Tamara Butler, University of Queensland*  
*Blake McKimmie, University of Queensland - Alex Haslam, University of Queensland*
- P04:18**      **Authoritarianism: what lies beneath. The Role of self-uncertainty in authoritarian perception of immigrant groups**  
The role of uncertainty of ones' own self in situational activation of RWA was studied. In the research with Polish internet users (N = 87) we found that, following self-uncertainty manipulation, RWA increased social distance and decreased warmth toward immigrants.  
*Marek Błażewicz, University of Warsaw*  
*Mirosław Kofta, Faculty of Psychology, University of Warsaw*



# Poster Session 4

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P04:19

## **Social identity and self-categorization impression management: The multifaceted-processes of identity and its socio-behavioural outcomes**

This presentation will discuss the function of 'identity' as a dynamic, social process, for individuals to achieve meaningful social interactions. Concepts such as psychological and sociological identities, validative and evaluative identities, and positive and negative identities will be explored.

**Angela Nguyen, The Australian National University**

*Professor Michael Platow, The Australian National University*

P04:20

## **Social identity of religious and non-religious persons: A moderator of perceived threat and intergroup attitudes**

Christian and non-religious students completed an identity scale and were then exposed to an ingroup or outgroup threat. In two studies, identity moderated threat effects on group attitudes. Non-religious identity and threat perceptions in diverse societies will be discussed.

**Reeshma Haji, Laurentian University**

*Brooke Gougeon, Laurentian University - Samantha Gualtieri, Laurentian University*

P04:21

## **Compensatory favouritism: When low status groups want more to get even**

This presentation discusses minimal group research that shows that members of low status groups show in-group favouritism for two reasons: (1) to compete with the out-group for social status and (b) to compensate for their low in-group status.

**Mark Rubin, The University of Newcastle**

*Constantina Badea, Université Paris Ouest Nanterre La Défense, France - Jolanda Jetten, University of Queensland*

P04:22

## **Effects of ethnic group salience on patriotism and nationalism among Black and White Americans**

The research examined effects of experimentally induced ethnic group membership salience on patriotism and nationalism among White and Black Americans. Group salience increased patriotism for Whites and decreased patriotism for Blacks but had no significant effects on nationalism.

**Robert Schatz, Metropolitan State University of Denver**

P04:23

## **Loosen up and cool down: Insights into the problem-solving performance of heterogeneous teams**

Predicting that heterogeneous teams who are socially loosely coupled and with a deductively formed collective identity outperform other heterogeneous teams when solving complex problems, an experimental examination generally supports the predictions.

**Anne Bachmann, University of Kiel**

P04:24

## **Relations between organizational identification and organizational factors among expatriates at different stages of immigration**

This study examines the relations of organizational factors to organizational identification among expatriates. In the pre-migration stage organizational pride, and in the post-migration stage procedural justice and organizational support, were positively related. In the longitudinal setting no relations were found.

**Janne Kaltiainen, University of Helsinki**



# Poster Session 4

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- P04:25**      **Social identification and the narrative organization of group history**  
This study is aimed at assessing the connection between narrative organization of laymen's group history narratives and their level of identification with the group. The connection found will be interpreted in terms of the self-categorization theory (Turner, 1987).  
*Tibor Pólya, Institute of Cognitive Neuroscience and Psychology*  
*Pál Kővágó, University of Pécs*
- P04:26**      **"Moral" bicycling: Conditions for minorities to claim superiority**  
In a study with bicycle users, we examined how minorities' (utilitarian bicyclists) perceptions of relative ingroup prototypicality compared to a majority (recreational bicyclists) may be boosted by attributing moral motives for their bicycle use, increasing ingroup projection.  
*Miriam Rosa, CIS-IUL*  
*Elizabeth Collins, CIS-IUL - Sven Waldzus, CIS-IUL*
- P04:27**      **The psychology of collecting**  
Collecting plays an important role in many people's lives, yet we know virtually nothing about this intriguing phenomenon. In this project we used a large representative sample (N=5069) to investigate the motivations to collect and the psychological consequences of collecting.  
*Ellen Evers, TIBER - Tilburg University*  
*Siegwart M. Lindenberg, University of Groningen and Tilburg University*
- P04:28**      **Playing with deviance: Typicality assessments of ingroup members as a strategy of outgroup approach**  
We analyzed the use of intra-group differentiation between normative and deviant members. We propose that, in intergroup negotiations, people minimize the distinction between the parties involved by changing the appraisal of deviance and including deviant members in the ingroup's prototype.  
*Catia P. Teixeira, Université catholique de Louvain*  
*Stéphanie Demoulin, Université Catholique de Louvain - Vincent Y. Yzerbyt, Université Catholique de Louvain*
- P04:29**      **Group adherence and feeling of agency: the role of identity fusion and self-certainty**  
Results of three studies indicate that the more group identity is fused with a sense of personal identity, the greater the sense of personal agency and that this relationship is mediated by feeling of certainty about personal characteristics and goals.  
*Tomasz Besta, University of Gdansk*
- P04:30**      **The agentic bias: The attribution of agency and experience in social context**  
Individuals attribute mind on the basis of agency and experience. In three studies an agentic bias emerged: ingroup is more defined by agency, outgroup is more defined by experience. The interaction between mind and groups is moderated by social identification.  
*Giulio Boccato, University of Bergamo*  
*Dora Capozza, University of Padova - Norma Casali, University of Bergamo*



# Poster Session 4

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- P04:31**      **Fear of social robots: Robots' physical anthropomorphism as a threat to human distinctiveness and identity**  
The present research shows how the more a robot appearance can be confounded with that of humans, the more it is perceived as threatening and a potentially damaging as it blurs the boundaries between humans beings and mechanical agents.  
*Francesco Ferrari, University of Trento*  
*Maria Paola Paladino, University of Trento*
- P04:32**      **Is fusion irrevocable: Context matters, but allegiance persists**  
Three studies were conducted to test the irrevocability of identity fusion. Results indicated that fusion changed as a result of important events affecting the group. But, even though, fusion decreased in high fused participants, their allegiance with their group persisted.  
*Alexandra Vázquez, Universidad Nacional de Educación a Distancia*  
*Ángel Gómez, Universidad Nacional de Educación a Distancia - William B. Swann, University of Texas (Austin)*
- P04:33**      **'They all eat healthy, so I don't need to!': Vicarious licensing effect in healthy eating**  
High identifiers were less likely to eat healthily after being shown images of other ingroup members engaging in healthy behaviour. This effect contradicts a simple normative model of healthy eating and provides evidence for the existence of vicarious licensing.  
*Kasia Banas, University of Edinburgh*  
*Tegan Cruwys, University of Queensland - John de Wit, University of New South Wales - Marie Johnston, University of Aberdeen*
- P04:34**      **Threat to control and normative influence: Affirming ingroup and ignoring outgroup norms**  
We present evidence that making low control salient increases conformity with salient ingroup but not outgroup norms. This supports the group-based control perspective that control threat makes people susceptible only to self-relevant norms, not to social norms per se.  
*Janine Deppe, University of Leipzig*  
*Immo Fritzsche, University of Leipzig*
- P04:35**      **Putting the student in context: A social and normative model of learning approaches and outcomes**  
The project builds on emerging research exploring social influence processes in an educational context. Studies investigate relationships between social identification with students' field of study, the perceived norms associated with that identity and the learning approach taken to relevant coursework.  
*Lillian Smyth, Australian National University*  
*Kenneth I. Mavor, University of St Andrews - Michael J. Platow, Australian National University*
- P04:36**      **"Heterogeneity of the in-group versus a superordinate category identity and out-group attitudes"**  
This research aims to show that a heterogeneous group identity could have contrasting effects on inter-group relations. Although a heterogeneous superordinate category had no effect on intergroup relations, a heterogeneous in-group identity led to more negative attitudes towards an out-group.  
*Natasha Stine Frederic, University of Geneva*  
*Prof. Juan M. Falomir-Pichastor, University of Geneva*



# Poster Session 4

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- P04:37**      **International images as shaped by national self-esteem among Hungarians**  
This research connects the study of international images to stereotype content as a consequence and national collective self-esteem as a basis for national perspective setting in international relations.  
*Paszkal Kiss, Eötvös University, Budapest*
- P04:38**      **The role of social composition of the neighbourhood and wider area in shaping residential preference**  
The presented experimental study looks at how the effect of socio-economic composition of the immediate neighbourhood on residential preference is moderated by social composition of the wider area in which the given neighbourhood is located.  
*Sabina Toruńczyk-Ruiz, University of Warsaw*  
*Ajana Löw, University of Zagreb - Aline Lima-Nunes, Lisbon University Institute*
- P04:39**      **The relation between ethnically-based rejection sensitivity, retraction into one's heritage culture and academic performance**  
Our study shows that ethnically-based rejection sensitivity affects academic performance of immigrant students. This relation was partially mediated by a stronger ethnic identification, as well as by a lower number of native friends, but not by academic identification.  
*Christine Wolfram, University of Teacher Education Zug*  
*Carolyn, C. Morf, University of Bern*
- P04:40**      **The fate of religion and politicization after the ouster of president Mursi in July 2013**  
We investigated the relevance of religion for politics and the general politicization before and after the ouster of President Mursi in 2013. The role of religion for politics declined generally but was a driving force among highly politicized people.  
*Friederike Sadowski, Bielefeld University*  
*Andreas Zick, Bielefeld University*
- P04:41**      **An empirical test of a two-dimensional model of political orientation: Disentangling the liberal-conservative continuum**  
A model of individual political orientation proposing that two primary dimensions of acceptance vs. avoidance of uncertainty, and tough mindedness vs. empathy combine to form high vs. low system justification, and high vs. low dependence on others, is successfully tested.  
*Maria Sandgren, Södertörn University*  
*Girts Dimdins, University of Latvia - Henry Montgomery, Stockholm University*
- P04:42**      **Mediating effects of State secularism on the relationship between religious orientations and same-sex marriage**  
This study carried out with Catholic Italians shows that the desire to have a secular State mediates the relationship between extrinsic and intrinsic orientations and attitude towards same-sex marriage.  
*Zira Hichy, University of Catania*  
*Sharon Coen, University of Salford - Graziella Di Marco, University of Catania*



# Poster Session 4

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P04:43

## Side effect of new French secularism

This research shows that people high in prejudice defended the more the new French secularism (according which the religious practice should be private and not public) when violated and devalued the more the immigrant who transgresses this norm.

**Armelle Nugier, Clermont Université Blaise Pascal LAPSCO-CNRS**

*Cohu Medhi, Université de Rennes - Kamiejski Rodolphe, Université Paris Ouest Nanterre La Défense - Guimond Serge, Clermont Université Blaise Pascal*

P04:44

## The influence of multicultural and colorblind approaches on stereotyping, prejudice, and support for collective action

Multicultural approaches tend to reduce ingroup bias and implicit prejudice (Vorauer et al., 2009). In a UK sample, we observed a contrary finding in which the colorblind frame reduced prejudice in comparison to a control condition.

**Brandon Stewart, University of Birmingham**

P04:45

## Collective narcissism, and hostile retaliation to perceived insult in groups of different status

Two studies investigated the relationship between collective narcissism, humiliation and hostility in an intergroup context. It was found that collective narcissism, but not narcissistic group esteem would lead to greater feelings of humiliation by the actions of the out-group.

**Müjde Peker, Isik University**

*Agnieszka Golec de Zavala, Goldsmiths, University of London*

P04:46

## Attachment to secularism and desire to maintain the social hierarchy

A series of three studies revealed that the principle of secularism, which is always strongly supported by egalitarian individuals, can also be endorsed by individuals with anti-egalitarian motives, when they feel their ingroup's cultural values are threatened.

**Elodie Roebroeck, Blaise Pascal University Clermont-Ferrand**

*Serge Guimond, Blaise Pascal University (Clermont-Ferrand)*

P04:47

## Emerging ideological cleavage on climate change attitudes in Poland.

We analyse Polish archival data on climate change and political attitudes from 1993 to 2013. The results suggest that the political attitudes are related with climate change beliefs and ecological attitudes only in more recent studies and among young Poles.

**Adrian Wójcik, Laboratory for Comparative Social Research**

*Janina Pietrzak, University of Warsaw*

P04:48

## The effect of facial expression on evaluation of competence: Keep smiling!

In the context of applications for a software developer, three types of facial expressions (neutral, smiling, thinking) were presented on photos in a between-subjects design. Smiling faces were perceived as most competent, pictures of thinking people were evaluated most negatively.

**Petra Filkukova, Simula Research Laboratory**

*Magne Jørgensen, Simula Research Laboratory*





# Poster Session 4

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- P04:49**      **Cues of being watched and faking knowledge: When being watched, who dares to overclaim?**  
Two experimental studies, one from a general population and one from a laboratory consistently showed that an image of male eyes can discourage men from overclaiming knowledge. Women's overclaiming tendencies remained unaffected by watching cues.  
**Zoi Manesi, VU University Amsterdam**  
*Paul A. M. van Lange, VU University Amsterdam - Thomas V. Pollet, VU University Amsterdam*
- P04:50**      **Applicant verbal immediacy in the job interview: Beneficial or detrimental for the job interview outcome?**  
In a job interview study, we found that applicant verbal immediacy has a negative impact on the recruiter's hiring decision. Thus, an impersonal and detached language style of applicants is desired by recruiters, whereas an experiential language style is not.  
**Denise Frauendorfer, University of Neuchatel**  
*Matthias R. Mehl, University of Arizona - Marianne Schmid Mast, University of Neuchatel - Laurent Nguyen, IDIAP Research Institute, Martigny - Daniel Gatica-Perez, IDIAP Research Institute, Martigny*
- P04:51**      **A meta-analytic review of self-licensing**  
In a meta-analysis including 79 studies, we show that the Cohen's d effect size of self-licensing (that is, people who behaved in a good way later feel justified to refrain from socially desirable actions) is 0.26. Important moderators are discussed.  
**Irene Blanken, Tilburg University**  
*Niels van de Ven, Tilburg University - Marcel Zeelenberg, Tilburg University*
- P04:52**      **Do we always care about reputation? The role of group entitativity and fear of exclusion**  
Three studies showed that individuals care more about their reputation as members of groups perceived as highly (vs. lowly) entitative, and this occurs because in those groups they are particularly afraid to be excluded from the social exchange.  
**Margherita Guidetti, Università di Modena e Reggio Emilia**  
*Nicoletta Cavazza, Università di Modena e Reggio Emilia - Stefano Pagliaro, Seconda Università di Napoli*
- P04:53**      **Moral disengagement: Towards a context-general category-based measure of the concept.**  
In our research, we developed four measures of the concept of moral disengagement representing the various means through which moral disengagement can operate (Bandura, 1986, 1990). Results demonstrated a good fit of the model and generally supported our predicted.  
**Emmanuelle P. Kleinlogel, University of Lausanne**  
*Jörg Dietz, University of Lausanne, Faculty of Business and Economics - John Antonakis, University of Lausanne, Faculty of Business and Economics*
- P04:54**      **Lessons from ethology: The weight of social dynamics in the emergence of human informal hierarchies**  
Social dynamics play an important role in the emergence of informal hierarchies, beyond individual differences. Across two experimental studies, we found stronger (i.e., more centralized, steeper, and more linear) informal influence hierarchies when social dynamics were enabled.  
**Roxana Elena Bucur, University of Groningen**  
*Frank Walte, University of Groningen - Floor Rink, University of Groningen - Gerben van der Vegt, University of Groningen*





# Poster Session 4

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- P04:55**      **Do parents and siblings differ in their culture of honor? An examination within Spanish families**  
 We analyze the impact of gender on the similarity in culture of honor of 120 four-member families (n= 480). The results show that parents' beliefs predict the culture of honor, but gender influences this relationship.  
*Esther Lopez-Zafra, University of Jaén*  
*Noelia Rodriguez-Espartal, University of Jaén - Manuel Miguel Ramos Álvarez, University of Jaén*
- P04:56**      **Intuitive and analytical thinking vs. empathizing and systemizing: more alike than meets the eye**  
 Preferences for intuitive and analytical thinking are thought of as domain-general dispositions for approaching information. Here, these dispositions strongly overlap with assumably domain-specific orientations towards empathizing and systemizing. The findings open up new perspectives on the essence of these concepts.  
*Annika Svedholm, University of Helsinki*  
*Marjaana Lindeman, University of Helsinki*
- P04:57**      **Memory Bias as an explanation for preference consistent information sharing?**  
 In group decision making group members often stick to suboptimal pre-discussion preferences. This study investigates whether this might be partly due to the fact, that preference-consistent information is remembered more easily and therefore influences the discussion and decision processes disproportionately.  
*Annika Nora Giersiepen, University of Göttingen*  
*Stefan Schulz-Hardt, University of Göttingen*
- P04:58**      **Dispositional greed**  
 In this research we constructed and validated a reliable 7-item dispositional greed scale. Dispositional greed is related, but different, from self-interest, maximization, and materialism. The dispositional greed scale predicts people's behavior in both resource dilemmas and negotiations.  
*Terri Seuntjens, Tilburg University*  
*Marcel Zeelenberg - Seger M. Breugelmans*
- P04:59**      **The role of religiosity in ultimate and immanent justice reasoning**  
 Religiosity predicts immanent justice (IJ) and ultimate justice (UJ) reasoning. The relation between a victim's moral value and IJ reasoning depends on religiosity and deservingness mediates IJ reasoning more strongly at higher levels of religiosity.  
*Annelie Harvey, University of Essex*  
*Dr Mitchell Callan, University of Essex*
- P04:60**      **Motivation mediates personality effects on real life decisions**  
 We developed a motivational model for degree choice comprising of four factors: interest, loafing, career, and helping, which demonstrated good psychometric properties in two large samples. Four motivations mediated sthe link between the Big Five personality traits and degree choice.  
*Anya Skatova, University of Nottingham*  
*Eamonn Ferguson, School of Psychology, University of Nottingham*



# Poster Session 4

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- P04:61**      **Folie à deux: The interplay of leader and employee neuroticism in predicting workplace deviance**  
We investigated if employee Neuroticism may act as an important context factor that may activate neurotic leaders to be more abusive to them, ultimately leading to more deviant employee behavior.  
**Anne Joosten, Universiteit Gent**  
*Alain Van Hiel, Universiteit Gent - Marius van Dijke, Rotterdam School of Management - David De Cremer, CEIBS*
- P04:62**      **The development of informal influence differentials in egalitarian groups: Is hierarchy inescapable?**  
In a three-factorial experimental design, the presence versus absence of formal hierarchy was manipulated in student groups (N = 61 groups comprising 285 individuals). Results confirmed the hypothesis that groups without formal hierarchy develop stronger informal hierarchy.  
**Jacoba Oedzes, Rijksuniversiteit Groningen**  
*Gerben S. van der Vegt, University of Groningen - Floor A. Rink, University of Groningen - F. Walter, University of Groningen*
- P04:63**      **Measuring Uncertainty: The construction and validation of a new scale**  
The study describes the Personal and Economic Uncertainty Scale. Factor analyses provided evidence of bi dimensional scale. The PEUS scores were significantly correlated with other uncertainty scales and the measures of anxiety, social phobia, need for cognitive closure, prejudice and religion.  
**Ambra Brizi, Sapienza University of Rome**  
*Clara Amato, "Sapienza" University of Rome*
- P04:64**      **Psychological foundations of xenophilia: The role of major personality traits**  
*The paper presents empirical tests of a fresh personality perspective on human xenophilia derived from an integration of research findings on intergroup behavior (biological and cultural paleoanthropology, social psychology) as well as research on the HEXACO personality framework.*  
**Maria-Luisa Barbarino, Fernuniversität in Hagen**  
*Stefan Stürmer, Fernuniversität in Hagen*
- P04:65**      **Consequences of ingroup projection for intergroup behavior**  
Ingroup projection influences intergroup evaluations. We investigated whether the projection of ingroup features to an inclusive category affects behavior. Two studies indicated that ingroup projection is related to positive behavior towards an ingroup member and automatic responses to ingroup/outgroup members.  
**Mauro Bianchi, ISCTE-IUL**  
*Sven Waldzus, ISCTE-IUL*
- P04:66**      **Threat by association: When distant threats cause intolerance towards local outgroups**  
We tested whether intergroup threats caused by distant outgroups carry over and negatively affect attitudes toward local outgroups. Results confirmed that local intolerance may be caused by distant intergroup threats, especially if local and distant outgroups share norms and values.  
**Thijs Bouman, University of Groningen**  
*Martijn van Zomeren, University of Groningen - Sabine Otten, University of Groningen*



# Poster Session 4

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- P04:67**      **It is easier to leave a dominant group than leaving a dominant social identity!**  
When moving from a dominant to a dominated group, changing social identity depends on the leaving (voluntary or imposed) and the reception (friendly or hostile) conditions. We examine this process in an experiment inspired by the demobilization/reintegration process in Colombia.  
*Odile Cuénoud Gonzalez, University of Lausanne*  
*Alain Clémence, University of Lausanne*
- P04:68**      **Effects of familiarity with out-group's gastronomic culture on attitude to intergroup behavior**  
Familiarity with foods of outgroup positively enhanced the perceived morality and sociality of outgroup member. And perceived morality increased Japanese's positive attitude to study in China, whereas sociality increased the positive attitude toward Chinese exchange students.  
*Tomohiro Kumagai, Otsuma Women's University*
- P04:69**      **From political to territorial identity – Zanzibari social identity narratives**  
Based on 68 in-depth interviews, Zanzibar's leadership-initiated dual recategorization process is explored. This field-research looks at political leadership and local people's social identity narratives, through which an emergent shift in salience from political to territorial identity is prevalent.  
*Sigrun Marie Moss, The Norwegian University of Science and Technology*
- P04:70**      **Preserving differentiation in recategorization: From a common ingroup to a common outgroup**  
A new strategy is proposed to improve intergroup bias reduction in a common ingroup context: maintaining differentiation with a salient common outgroup. Results showed a significant additive effect on allocation bias and implicit prejudice in both minimal and national groups.  
*Aymeric Parant, Université de Bordeaux Segalen*  
*Marie-Line Félonneau, Université de Bordeaux Segalen*
- P04:71**      **Helping the outgroup leads to positive outgroup emotions and Rehumanization**  
Across 3 experiments, set in the Israeli-Palestinian conflict, we have tested whether awareness of outgroup help provided by the ingroup would result in the process of rehumanization of the outgroup, and also in more positive outgroup emotions.  
*Hanna Szekeres, Interdisciplinary Center Herzliya*  
*Rikki Nouri, Interdisciplinary Center Herzliya - Tamar Saguy, Interdisciplinary Center Herzliya*  
*- Amit Goldenberg, Stanford University - Eran Halperin, Interdisciplinary Center Herzliya*
- P04:72**      **Evaluating the independence of Allport's contact conditions: Fictitious versus real groups**  
Allport (1954) hypothesised four optimal conditions for prejudice-reducing intergroup contact. But are these 'contact conditions' really separate, as has been assumed? Two studies illustrate that this may not be the case for groups with a history of antipathy and conflict.  
*Jaysan Charlesford, Plymouth University*  
*Becky L. Choma, Ryerson University*



# Poster Session 4

Thursday July 10

18:15 - 19:15 - Atrium

- P04:73**      **Social responses to political terrorism: Propensity toward forgiveness across different generations**  
The study aims at testing which factors or conditions may reduce or increase Italians' propensity to forgive persons responsible for terrorist attacks during the season of political violence opened at the end of the sixties and lasted till late eighties  
*Camillo Regalia, Catholic University, Milano*  
*Francesca Giorgia Paleari, University of Bergamo - Claudia Manzi, Catholic University of Milan*
- P04:74**      **Mediation of intergroup conflict – Effects on attitudes, empathy, trust and conflict settlement**  
In our experimental study the use of the ADR technique of mediation in a student intergroup conflict led to more positive attitudes towards outgroup and conflict settlement. For the majority the effect was mediated via empathy and trust.  
*Lisa Gutenbrunner, Philipps University Marburg*  
*Ulrich Wagner, Philipps University Marburg, Germany*
- P04:75**      **The effects of relative deprivation and relative gratification on implicit and overt intergroup discrimination**  
Three studies showed that relative deprivation and relative gratification enhanced linguistic and explicit discrimination towards the vis-à-vis outgroup. These effects were mediated by perceived interdependence. Relative gratification's effects were sequentially mediated by feelings of guilt and expectations about outgroup's behaviour.  
*Silvia Moscatelli, Alma Mater Studiorum University of Bologna*  
*Flavia Albarello, Alma Mater Studiorum University of Bologna - Francesca Prati, Alma Mater Studiorum University of Bologna - Monica Rubini, Alma Mater Studiorum University of Bologna*
- P04:76**      **From a victim to a perpetrator? A potential intergroup pattern**  
A study will be presented that tested in a questionnaire the relationship between the identification with the nation, the identification with a collective victimhood through the reconstruction of the past, the self-reflective capacity and the prejudice against gypsies in Hungary.  
*Sara Bigazzi, University of Pécs*  
*Éva Fülöp, Hungarian Academy of Sciences - Zsolt Szabó, Inst. of Psychology, University of Pécs*  
*- Sara Serdült, Inst. of Psychology, University of Pécs*
- P04:77**      **Interethnic roommates in Nigeria: Roommate diversity and the secondary transfer effect**  
Based on a Nigerian sample of 232 students nested within 88 ethnically mixed and segregated rooms, the study tested the relationship between close intergroup contact and attitudes. In particular it explored whether roommate diversity yields secondary transfer effects.  
*Kemi Adesokan, University of Oxford*  
*Katharina Schmid, Oxford University - Miles Hewstone, Oxford University*



# Poster Session 4

Thursday July 10

18:15 - 19:15 - Atrium

P04:78

## **Apologizing to the mirror: Extending the needs-based model of reconciliation for perpetrator group members**

Over four studies we demonstrate that perpetrator group members may not rely on victim group acceptance to restore their own sense of morality. Instead, we demonstrate that perpetrator group members can offer, and respond to their own (often substandard) apologies.

**Fiona Kate Barlow, University of Queensland**

*Michael Thai, University of Queensland - Matthew Hornsey, University of Queensland - Michael Wohl, Carleton University*

P04:79

## **Intergroup ideology: Crossing outgroup evaluations with the importance ascribed to social categories**

We propose a model aligned along two dimensions: evaluations of outgroups and emphasis put on group boundaries. The four ideologies (multiculturalism, colorblindness, segregation, and assimilation/hegemony) show theory-consistent relationships with important outcomes, but important differences when applied to ethnicity versus gender.

**Adam Hahn, Universität zu Köln**

*Sarah M. Banchevsky, University of Colorado Boulder - Bernadette Park, University of Colorado Boulder - Charles M. Judd, University of Colorado Boulder*

P04:80

## **A comprehensive examination of positive and negative intergroup contact on intergroup emotions and attitudes**

We present the first comprehensive examination of both positive and negative contact on intergroup emotions and attitudes, in majority and minority samples. Findings support a contact asymmetry and reveal that anger and anxiety mediate positive and negative contact effects.

**Lydia Hayward, The University of Queensland**

*Fiona Kate Barlow, The University of Queensland - Professor Linda Tropp, University of Massachusetts Amherst*

P04:81

## **Intergroup contact effects via deprovincialization among majority and minority groups: Moderation by Social Dominance Orientation**

We test whether intergroup contact reduces negative outgroup attitudes through a process of ingroup distancing. Results of three studies indicate that the indirect effect of cross-group friendship on outgroup attitudes via reduced ingroup identification is moderated by individuals' SDO.

**Mathias Kauff, Philipps-University Marburg**

*Katharina Schmid, University of Oxford - Miles Hewstone, University of Oxford - Ananthi Al Ramiah, National University of Singapore*

P04:82

## **Effects of imagined intergroup contact on quantity and quality of direct intergroup encounters**

In two experiments, we showed that imagining positive intergroup contact increases participants' contact seeking behavior with the out-group and has positive effects on the interaction quality of a real intergroup encounter.

**Dieta Kuchenbrandt, University of Bielefeld**

*Christina Warming, University of Bielefeld - Mira Adrian, University of Bielefeld - Dominic Bortz, University of Bielefeld - Friederike Eyssel, University of Bielefeld*



# Poster Session 4

Thursday July 10

18:15 - 19:15 - Atrium

- P04:83 Time perspective and intergroup relations in Northern Ireland**  
Humans can mentally travel through time which can influences attitudes and behaviour. In Northern Ireland, past and present time orientations correlated with intergroup feeling but not intergroup contact. This has implications for understanding and improving intergroup relations in divided societies.  
*Shelley McKeown, Leiden University*
- P04:84 Extended contact through story reading in Turkish Cypriot children**  
In study 1, Turkish Cypriot children's attitudes and intentions toward contact with Greek Cypriots was assessed. In study 2 a story telling intervention of friendship and cooperation between Greek and Turkish Cypriot children, improved outgroup attitudes and intentions.  
*Biran Mertan, Eastern Mediterranean University*  
*Shenel Husnu, Eastern Mediterranean University*
- P04:85 Lay people's and elites' frames of the Kurdish conflict and their effects on conflict resolution**  
The current study focuses on the understandings of the Kurdish conflict in different samples and the effects of these conflict understandings on conflict resolution strategies and orientations toward reconciliation.  
*Özden Melis Uluğ, Jacobs University Bremen*  
*J. Christopher Cohrs, Jacobs University Bremen*
- P04:86 Fostering reconciliation through moral exemplars: Effects of contact intervention in post-conflict contexts**  
We will present and discuss research from Bosnia and Herzegovina and Turkey which examined the effects of moral exemplars on intergroup forgiveness and reconciliation. Results show increased forgiveness and absence of a negative impact of the past on intergroup contact.  
*Sabina Čehajić-Clancy, Sarajevo School of Science and Technology*  
*Michał Bilewicz, University of Warsaw*
- P04:87 Good contact - bad contact: How to reach sustainable attitude changes in intractable conflict areas.**  
Our findings confirm that attitude changes after intergroup contact in Israel erode after a few weeks. Therefore, we focus on the effects of repeated intergroup contact on sustainable attitude changes.  
*Kerstin Hammann, Philipps University Marburg*  
*Ulrich Wagner, Philipps University Marburg*
- P04:88 Impact of affective and neutral peripheral attributes when choosing for self and advising others**  
People chose options favorable on central attributes rather than options favorable on peripheral attributes more often when giving advice than when choosing for themselves. This pattern was valid both for affective and non-affective peripheral attributes, supporting Construal Level Theory propositions.  
*Biljana Jokic, University of Belgrade*  
*Iris Zvezelj, University of Belgrade*





# Poster Session 4

Thursday July 10

18:15 - 19:15 - Atrium

- P04:89**      **The role of fit between level of option evaluation and mode of decision making**  
 The concept of situational fit describes the case when level of option evaluation (affective vs. reflective) matches mode of decision making (intuition vs. deliberation). Participants experiencing situational fit (vs. non-fit) reported higher subjective decision quality after choosing the superior option.  
**Pablina Roth, University of Heidelberg**  
*Henning Plessner, University of Heidelberg - Geoffrey Schweizer, University of Heidelberg*
- P04:90**      **Exploring the role of cognitive effort in framing effect**  
 Framing effect in choices under gain and loss is attributed to the effortless vs. effortful mindsets. In three experiments we tested the influence of cognitive effort on risky decisions. Framing effect was consequently obtained in the effortfully-primed decision makers.  
**Dorota Rutkowska, University of Warsaw**  
*Krzysztof Przybyszewski, Kozminski University*
- P04:91**      **Can't help but ponder – repetitive thinking triggers indecisiveness**  
 In a choice experiment, a repetitive thinking mode as opposed to a regular thinking and a distraction mode induced a state of indecisiveness, accompanied by increased uncertainty. The results suggest strong parallels to the pathological concept of repetitive negative thinking.  
**Helmut Appel, University of Cologne**  
*Birte English, University of Cologne*
- P04:92**      **Forecasting soccer results unconsciously: Experience does matter**  
 Unconscious thought effects may depend on participants' experience with the experimental task. This hypothesis was supported in a study on soccer forecasting. Regular forecasters benefit from unconscious thought, whereas laypeople and people who merely knew much about soccer did not.  
**Geoffrey Schweizer, University of Heidelberg**  
*Franz Baumgarten, University of Potsdam*
- P04:93**      **Effects of insurance on risk behavior: risk taking or carefulness?**  
 We find that moral hazard (effect of insurance on risk behavior) is mainly due to people without insurance being more careful, rather than people with insurance taking more risk.  
**Job van Wolferen, Tilburg University**  
*Philippe van de Calseyde, Tilburg University - Yoel Inbar, Tilburg University - Marcel Zeelenberg, Tilburg University*
- P04:94**      **Naive theories about the passage of time influence how consumers maximize enjoyment and minimize displeasure.**  
 Five studies suggest that people who experience multiple events track the categories of those events (e.g., grouping movies into comedies and dramas). The less pleasant the experience, the more they eliminate elements within categories before turning to the next category.  
**Adam L. Alter, New York University**  
*Anuj K. Shah, University of Chicago*





# Poster Session 4

Thursday July 10

18:15 - 19:15 - Atrium

- P04:95**      **What you hear shapes how you think: Musical patterns change level of construal**  
Auditory cues in music that are related to psychological distance such as reverberation, novelty of harmonic constellations, and low rhythmic segmentation trigger abstract (vs. concrete) mental construal (e.g., formation of broader categories, increased preference for global versus local visual patterns).  
*Jochim Hansen, University of Salzburg*  
*Johann Melzner, University of Salzburg*
- P04:96**      **Consumer choice in nice and nasty markets: An illusory correlation approach**  
Illusory correlations are typically used to explain stereotype formation. In the present talk, we show their relevance for consumer choices. In a rational analysis, we further show why illusory correlations allow for smart choices.  
*Tobias Vogel, University of Mannheim*  
*Florian Kutzner, University of Heidelberg*
- P04:97**      **Assimilation and contrast effects in evaluative judgments as a function of temporal distance**  
Participants evaluated the attractiveness of a stay in a hotel in the near or distant future. Including a better (worse) comparison room in the hotel description either lowered or increased the perceived attractiveness of the stay depending on temporal distance.  
*Axel Burger, University of Mannheim*  
*Ann-Katrin Rost, University of Mannheim*
- P04:98**      **False causal inferences negatively influence people's decisions in an economic setting**  
Although most theories of causal learning assume causal transitivity, probabilistic causal relationships may be intransitive. We show that false assumptions of transitivity cannot only impair accurate learning of causal relationships but also lead to non-optimal decisions in an economic setting.  
*Dennis Hebbelmann, University of Heidelberg*  
*Momme von Sydow, University of Heidelberg*
- P04:99**      **Effects of group interaction and advice on performance at dynamic system control tasks**  
We investigate whether groups and judge-advisor-systems provide advantages over individual performance at dynamic control tasks. We provide first evidence for beneficial effects of advice taking on control performance and for interaction-based process gains in groups that are based on group-to-individual-transfer.  
*Sylvana Drewes, University of Göttingen*  
*Stefan Schulz-Hardt, University of Goettingen*
- P04:100**      **Inferences about willingness to purchase: Role of culture and presence of others**  
The experiment examines the influence of the presence of others on the inferences about willingness to purchase. The results revealed that the presence of others may have a different effect on the perception of willingness to purchase among different cultures.  
*Masayo Noda, Kinjo Gakuin University*  
*Joanna Roszak, University of Social Sciences and Humanities*
- P04:101**      **Waiting for Merlot: The anticipation of experiential and material purchases**  
We demonstrate that anticipation adds more to the enjoyment of experiential purchases than material purchases. Using multiple methods, we show that waiting tends to be more pleasant for experiences than possessions, and that it feels more like excitement than impatience.  
*Amit Kumar, Cornell University*  
*Matthew A. Killingsworth, University of California at Berkley - Thomas Gilovich, Cornell University*



# Poster Session 4

Thursday July 10

18:15 - 19:15 - Atrium

P04:102

## **Numeracy and personal wealth**

We find an economically large and statistically significant correlation between numeracy and personal wealth. The correlation is robust to the inclusion of controls for preferences, constraints and beliefs. Moreover, numeracy predicts the trajectory of wealth accumulation over a 4-year period

**Catalina Estrada-Mejia, Tilburg University**

*Marieke de Vries, Tilburg University - Marcel Zeelenberg, Tilburg University*

P04:103

## **If it's easy to pronounce, it might be risky**

The present study showed that previously found association between processing disfluency and perceived riskiness may be in the opposite direction for certain categories of stimuli – categories where people more often encounter risky members of a category (e.g. criminals).

**Štěpán Bahník, University of Würzburg**

*Marek Vranka, Charles University in Prague*

P04:104

## **A cognitive explanation for preference-consistent information sampling in collective decision-making**

In two experiments we show consistent support that preference-consistent information sampling in collective decision making can be explained by an individual preference-consistent evaluation bias (people tend to systematically attribute a higher quality to preference-consistent as compared to preference-inconsistent information).

**Jan Häusser, University of Hildesheim**

*Andreas Mojzisch, University of Hildesheim - Nadira Faulmüller, University of Oxford -*

*Stefan Schulz-Hardt, University of Göttingen*

P04:105

## **Does social evaluation make us more rational from an economic point of view?**

The perception of negative social evaluation is a strong stressor – and spills over on economic decision situations. Experimental results of the influence of social evaluation on classical lottery choice tasks are presented and discussed.

**Gesa-Kristina Petersen, LMU Munich**

*Felix C. Brodbeck, LMU Munich*

P04:106

## **Planning to "think" reduces the choice of risky options in loss framings**

A self-regulation strategy (implementation intentions) was used to induce a cue-triggered deliberative mode of thought. This deliberative (compared to an impulsive) mode of thought reduced framing effects by decreasing the amount of risk choices in loss frame situations.

**Torsten Martiny-Huenger, University of Konstanz**

*Johannes Doerflinger, University of Konstanz - Peter M. Gollwitzer, New York University, University of Konstanz*

P04:107

## **How we compare faces: a norm-based model of perceived facial similarity**

We recognize faces by comparing them with our mental representations of known faces. But how do we compare faces? And why do atypical and out-group faces seem so homogeneous? We tested a similarity model that can answer these questions.

**Andre Klapper, Radboud University Nijmegen**

*Ron Dotsch, Radboud University Nijmegen - Daniel Wigboldus, Radboud University Nijmegen*



# Poster Session 4

Thursday July 10

18:15 - 19:15 - Atrium

- P04:108**      **Improving team performance: Conflict undermines the benefits of reflection and experimentation.**  
This study assessed the benefits of explicit reflection on team performance improvements. In a simulation exercise among 59 teams, it was found that experimentation with performance strategies during reflection led to performance improvements, but only under low task conflict.  
*Bernard Nijstad, University of Groningen*
- P04:109**      **The anchoring bias in group judgment**  
This study investigated the anchoring bias in group judgment. Group-level anchors affected group judgment on a realistic and complex issue above and beyond group members' individual pre-discussion preferences.  
*Tim De Wilde, University of Amsterdam*  
*Femke S. Ten Velden, University of Amsterdam - Carsten K.W. De Dreu, University of Amsterdam*
- P04:110**      **Karmic punishment: What goes around comes around**  
In four studies we investigate the belief in karma. We find that karmic actions are intentional and harmful and karmic outcomes are domain specific, swift, and from the universe. Additionally, we find that karmic actions influence predictions about future outcomes.  
*Jane L. Risen, University of Chicago*  
*Natalie M. Wheeler, University of Chicago*

# Scientific Programme

Friday July 11

09:00 - 10:40



S61

## **Inclusion in diversifying societies: Individual and group perspectives**

Diversity poses challenges to both individuals and groups. In this symposium we explore how individuals can identify with diverse group, and in addition, how groups, as an agentic entity, can include both majority and minority members.

**Marilynn Brewer, University of New South Wales**

S61:01

### **A personal touch to diversity: The beneficial effects of self-anchoring in small heterogeneous teams.**

Diverse work teams often suffer from weak group identification in minority, and weak pro-diversity beliefs in majority members. When people form a group bond by projecting from individual self to group (self-anchoring) rather than vice versa (self-stereotyping), these problems decrease.

**Sabine Otten, University of Groningen**

*Ruth van Veelen, University of Twente - Nina Hansen, University of Groningen*

09:00 - Aula

S61:02

### **A dual pathway approach to understanding how common ingroup identity undermines collective action**

We demonstrate that a common European identity among Kurds (Study 1) and common US identity among Blacks and Latino/as (Study 2) relate to lower collective action motivation. These effects were especially likely under stable, relative to unstable, conditions.

**Elze Ufkes, University of Twente**

*John F. Dovidio, Yale University*

09:20 - Aula

S61:03

### **What's wrong with being normal? Towards inclusive diversity ideologies**

In two experiments, we demonstrate that explicitly including the cultural majority group in organizational diversity statements results in higher levels of perceived inclusion and stronger support for organizational diversity efforts among cultural majority group members.

**Wiebren Jansen, University of Groningen**

*Sabine Otten, University of Groningen - Karen van der Zee, University of Twente*

09:40 - Aula

S61:04

### **One size does not fit all: Group status and the asymmetrical influence of inclusion messages**

Two studies (Asians, Latinos, Whites) contrast influence of personal and subgroup respect (extent to which individuals vs. subgroups are institutionally valued). Findings demonstrate that subgroup respect influence is more limited than personal respect and depends upon group status and outcome.

**Yuen Huo, University of California, Los Angeles**

*Kevin R. Binning, University of California, Santa Barbara - Ludwin E. Molina, University of Kansas - Felix Danbold, University of California, Los Angeles - Curtis K. Yee, Hong Kong*

10:00 - Aula

# Scientific Programme

Friday July 11

09:00 - 10:40

- S61:05**      **The benefits and pitfalls of diversity training for team creativity**  
We experimentally examined the contingencies of diversity training effectiveness for team creativity. We found that teams became more efficacious and as a result more creative after diversity training, but only when they had negative pre-training diversity beliefs.  
**Astrid Homan, University of Amsterdam**  
*Claudia Buengeler, University of Amsterdam - Robert A. Eckhoff, Salzburg Research - Wendy Van Ginkel, Erasmus University Rotterdam - Sven C. Voelpel, Jacobs University Bremen*  
10:20 - Aula
- ✕ S62**      **Individual differences in intergroup contact: Irrelevant, or critical?**  
Intergroup contact researchers have traditionally assumed that individual differences (e.g., authoritarianism) are irrelevant or aggravating factors, without directly testing these propositions. This symposium presents recent evidence that individual differences are actually critical in understanding contact effects on prejudice.  
**Frank Asbrock, Philipps University Marburg**  
*Gordon Hodson, Brock University*
- S62:01**      **Does personality play a role in explaining the cross-group friendship - outgroup attitude relationship?**  
Two studies showed that personality factors ameliorate intergroup contact effects. Open and agreeable individuals held more positive outgroup attitudes, via reduced intergroup anxiety, whilst extraverts had more cross-group friends, which predicted lower anxiety and more positive outgroup attitudes.  
**Rhiannon Turner, Queen's University Belfast**  
*Kristof Dhont, Ghent University - Miles Hewstone, University of Oxford - Andrew Prestwich, University of Leeds - Christiana Vonofakou, University of Oxford*  
09:00 - VOC zaal
- S62:02**      **Intergroup climate shapes intergroup contact effects on prejudice and support for social change**  
Four studies, including multilevel and longitudinal designs, show that intergroup contact is more strongly related to reduced anti-immigrant prejudice and increased support for social change in a negatively rather than positively experienced intergroup climate.  
**Kristof Dhont, Ghent University**  
*Alain Van Hiel, Ghent University - Oliver Christ, Philipps University Marburg - Frank Asbrock, Philipps University Marburg - Miles Hewstone, University of Oxford - Emma Onraet, Ghent University*  
09:20 - VOC zaal
- S62:03**      **The context-of-contact hypothesis: A dual-process model perspective on the effectiveness of imagined intergroup contact**  
Three experimental studies differentiate the finding that highly biased people generally benefit from intergroup contact. Imagined intergroup contact increases contact intentions toward threatening outgroups for high-RWAs, and toward low-status outgroups for high-SDOs, but not the other way around.  
**Frank Asbrock, Philipps University Marburg**  
*Lea Schemer, Philipps University Marburg - Lisa Gutenbrunner, Philipps University Marburg*  
09:40 - VOC zaal

# Scientific Programme

Friday July 11

09:00 - 10:40

S62:04      **Can (elaborated) imagined contact reduce prejudice among those higher in intergroup-disgust sensitivity (ITG-DS)?**  
Individuals higher in intergroup disgust sensitivity (ITG-DS) demonstrate increased outgroup bias. We successfully employed (elaborated) imagined contact, using detailed physical contact imagery and deep-breathing exercises, to sever the link between ITG-DS and (low) trust and (high) bias toward the homeless.  
**Gordon Hodson, Brock University**  
*Blaire Dube, University of Guelph - Becky L. Choma, Ryerson University*  
10:00 - VOC zaal

S62:05      **Discussant**  
**Miles Hewstone, University of Oxford**  
10:20 - VOC zaal

✕ S63      **Gender and stereotypes in leadership**  
Women remain underrepresented in leadership roles and even those who break through the glass ceiling face obstacles that their male counterparts don't encounter. This symposium discusses these obstacles, their consequences for leaders, followers and organisations and ways to address them.  
**Thekla Morgenroth, University of Exeter**  
*Michelle Ryan, University of Exeter & University of Groningen*

S63:01      **Is the the glass cliff a golden opportunity for female leaders?**  
An experimental study investigating the consequences of success and failure in precarious leadership positions for women versus men suggests that women are more likely to jump from one risky position to another in contexts dominated by implicit male gender stereotypes.  
**Ailine Sophie Lange, Free University of Berlin**  
*Kathrin Heinitz, Free University of Berlin - Rudolf Kerschreiter, Free University of Berlin*  
09:00 - Doelenzaal

S63:02      **Showing the real me: Supportive organizational culture for female leaders**  
Results illustrate that personality traits differentially predict leadership performance of men and women. This gender-based difference in validity disappears in collectivistic organizations. Collectivistic culture might make it easier for female leaders to express their traits, which enhances their validity  
**Sabine Bergner, University of Graz**  
*Anna Kanape-Willingshofer - Johannes Kepler University Linz - Robert Rybnicek, University of Graz*  
09:20 - Doelenzaal

S63:03      **Gender-fair language in organizations: attracting potential leaders and promoting the organizational image of gender equality**  
The present research shows that gender-fair language used in job advertisements for leadership positions –compared to masculine forms – can attract more potential applicants and improve the organizational image of gender equality  
**Lisa Horvath, University of Bern**  
*Sabine Sczesny, University of Bern*  
09:40 - Doelenzaal

# Scientific Programme

Friday July 11

09:00 - 10:40

- S63:04**      **The effects of female and male leaders in media: A single-target IAT-study**  
An experiment yielding partially counter-intuitive effects of exposure to female and male leaders on participants' gender-leadership association (ST-IAT), self-leadership association (ST-IAT), leadership motivation and their social desirability and typicality ratings of communal and agentic characteristics will be presented.  
**Alina S. Hernandez Bark, Goethe University Frankfurt**  
*Rolf van Dick, Goethe University Frankfurt - Niels van Quaquebeke, Kühne Logistics University Hamburg*  
10:00 - Doelenzaal
-  **T37**      **Motives and goal pursuit**
- T37:01**      **Self-control over the influence of implicit attitudes on behaviors**  
Forming implementation intentions attenuated the influence of implicit attitudes on behavior and led to less avoidance of a member of a stigmatized group (Study 1, N = 88) and improved diet (Study 2, N = 100).  
**Paschal Sheeran, University of North Carolina at Chapel Hill**  
*Harriet Baird, University of Manchester - Eleanor Miles, University of Sussex - Thomas L. Webb, University of Sheffield - Peter R. Harris, University of Sussex*  
09:00 - Universiteitstheater
- T37:02**      **Seemingly effortless: Perceived ease of goal pursuit and obstacles encountered in autonomous goals**  
Two studies (one prospective and one nightly diary) examine the mechanism responsible for the increased attainment of more autonomous goals. Results show that subjective ease of goal pursuit and encountering fewer daily obstacles mediate the effects of motivation on progress.  
**Marina Milyavskaya, University of Toronto**  
*Richard Koestner, McGill University*  
09:20 - Universiteitstheater
- T37:03**      **The motivational properties of hope in goal-striving**  
Hope is beneficial in various life-domains. But we have no insight in the processes mediating these effects. Three studies show that hope is elicited by suggesting possible goal-attainment and facilitates goal-striving by buffering the impact of negative feedback on goal-progress.  
**Rob Nelissen, Tilburg University**  
09:40 - Universiteitstheater
- T37:04**      **Mental contrasting and conciliatory behavior in perpetrators**  
Conciliatory behavior is important for reconciliation in the aftermath of an interpersonal transgression. In three studies we showed that the self-regulatory strategy of mental contrasting (Oettingen, 2012) enables perpetrators to wisely select their conciliatory behavior and thus fosters effective reconciliation.  
**Jana Schrage, University of Hamburg**  
*Gabriele Oettingen, New York University, University of Hamburg*  
10:00 - Universiteitstheater



# Scientific Programme

Friday July 11

09:00 - 10:40

- T37:05**      **When do mastery goals predict learning-related outcomes? It depends on social desirability**  
 Mastery goals should predict learning-related outcomes when they are genuine and not when they are faked. Two studies demonstrated that the lower the students' knowledge of mastery goals' social desirability, the higher the relationship between goal endorsement and learning-related outcomes.

**Benoit Dompnier, University of Lausanne**

*Annique Smeding, University of Savoy - Emanuele Meier, University of Lausanne - Céline Darnon, Clermont Université & French University Institute - Bernard Baumberger, University of Teacher Education Lausanne - Fabrizio Butera, University of Lausanne*

10:20 - Universiteits theater



- S64**      **Shame's many faces: Approach? avoid? moral?**  
 A diversity of new studies illuminate an emerging trend that shame can motivate the constructive approach of failure, as well as destructive avoidance. Together, they suggest an integrative view of the many faces of shame.

**Colin Wayne Leach, University of Connecticut**

*Nicolay Gausel, University College Østfold*

- S64:01**      **Self-conscious emotions and the motivation to change the self**  
 Three studies tested the hypothesis that feelings of shame motivate a desire for self-change. Results suggest that shame (more than guilt, embarrassment, and regret) predicts a motivation for self-change and might predict actual change for those high in self-efficacy.

**Toni Schmader, University of British Columbia**

*Kostadin Kushlev, The University of British Columbia - Brian Lickel, University of Massachusetts, Amherst*

09:00 - OMHP D0.09

- S64:02**      **A new view on shame (and guilt): Shame motivates affiliation (and guilt motivates avoidance)**

Theories presume that shame has negative and guilt has positive interpersonal consequences. Seven studies show that shame motivates a need to belong and affiliation, whereas guilt motivates a need to repair a damaged relationship and avoidance.

**Ilona De Hooge, Rotterdam School of Management, Erasmus University**

*Seger M. Breugelmans, Tilburg University - Fieke Wagemans, Tilburg University - Marcel Zeelenberg, Tilburg University*

09:20 - OMHP D0.09

- S64:03**      **Resolving shame's paradox: Feelings about risk to self/social-image explain pro-social and self-defensive motivation**

In two experiments, we demonstrated that self-defensive motivation was explained by appraisal of concern for condemnation and felt rejection. In contrast, pro-social motivation was explained by appraisal of individual defect and felt shame.

**Nicolay Gausel, University College Østfold**

*Colin Wayne Leach, University of Connecticut - Vivian L. Vignoles, University of Sussex*

09:40 - OMHP D0.09

# Scientific Programme

Friday July 11

09:00 - 10:40

- S64:04**      **Predicting criminal recidivism: The two faces of shame**  
Does shame inhibit illegal behavior? In a study of 476 inmates, guilt-proneness assessed upon incarceration negatively predicted re-offense one-year post-release. Shame-proneness positively predicted recidivism via externalization of blame, but there remained a direct inhibitory effect of shame on recidivism.  
*June Tangney, George Mason University*  
*Jeffrey Stuewig, George Mason University - Andres Martinez, George Mason University*  
10:00 - OMHP D0.09
- S64:05**      **Shame and constructive approach: A meta-analysis showing opposite effects for reparable vs. irreparable failure**  
In a meta-analysis of 78 recent samples, shame was positively associated to constructive approach (i.e., pro-sociality, cooperation and affiliation, self-improvement) when failure was reparable ( $d = .444$ ), but shame was negatively associated when failure was irreparable ( $d = -.413$ ).  
*Colin Wayne Leach, University of Connecticut*  
*Atilla Cidam, University of Connecticut*  
10:20 - OMHP D0.09
- ✕ **S65**      **The dynamics of subtle influences on (im)moral behavior**  
Despite morality's profound impact, research has begun to show that subtle influences shape moral and immoral behavior. This symposium unites five lines of research to examine these influences on diverse behaviors including everyday moral acts, whistleblowing, moral hypocrisy, and cheating.  
*Adam Waytz, Northwestern University*  
*Wilhelm Hofmann, University of Cologne*
- S65:01**      **When cheating would make you a cheater: Implicating the self prevents unethical behavior**  
People were less likely to cheat when a subtle change in phrasing framed such behavior as diagnostic of an undesirable identity. Participants were more likely to cheat when the behavior was framed with a verb (cheating) than a noun (cheater).  
*Gabrielle Adams, London Business School*  
*Christopher J. Bryan, University of San Diego - Benoit Monin, Stanford University*  
09:00 - OMHP D1.09
- S65:02**      **Cheating at the end to avoid regret**  
Choices can become less ethical over time when people face many ethical dilemmas. We show that cheating is more likely at the very end of a series of dilemmas due to anticipated regret about foregoing a last opportunity to benefit.  
*Daniel Effron, London Business School*  
*Christopher J. Bryan, University of California San Diego - J. Keith Murnighan, Northwestern University*  
09:20 - OMHP D1.09

# Scientific Programme

Friday July 11

09:00 - 10:40

- S65:03**      **Hypocrisy as moral flexibility**  
Hypocrisy refers to the tendency to judge others more strictly, while condoning one's own immorality. This presentation shows that such hypocrisy can be due to a more flexible view on morality.  
*Joris Lammers, University of Cologne*  
09:40 - OMHP D1.09
- S65:04**      **Morality in everyday life.**  
We used experience-sampling to study everyday morality. Whereas the frequency of moral acts was positively related to moral identity and moral conviction, immoral acts were less frequent among high moral identity individuals and more frequent among highly morally convicted people.  
*Wilhelm Hofmann, University of Cologne*  
*Linda Skitka, University of Illinois at Chicago - Daniel Wisniewski, University of Illinois at Chicago - Mark Brandt, Tilburg University*  
10:00 - OMHP D1.09
- S65:05**      **The whistleblower's dilemma and the fairness-loyalty tradeoff**  
Whistleblowing promotes justice and fairness but can also appear disloyal. Five studies demonstrate that individual differences in valuation of fairness versus loyalty and experimental inductions of fairness versus loyalty predict people's willingness to blow the whistle.  
*Adam Waytz, Northwestern University*  
*James Dungan, Boston College - Liane Young, Boston College*  
10:20 - OMHP D1.09
- ✕ S66**      **Does power help or hinder? When and how social power changes reactions to others**  
This symposium brings together research on how and when social power changes the perception of and reaction towards other individuals, such as how those high in power see both others and themselves, or react to other-imposed goals and others' advice.  
*Annika Scholl, KMRC Tuebingen*  
*Naomi Ellemers, Leiden University*
- S66:01**      **The role of face perception in the power effect on prejudice: A social neuroscience analysis**  
We tested whether power alters the perception of ingroup and outgroup faces in ways that maintain dominance. Indeed, power enhanced the neural encoding of outgroup (vs. ingroup) faces, and this effect was related to greater implicit prejudice.  
*Petra C. Schmid, New York University*  
*David M. Amodio, New York University*  
09:00 - OMHP D0.08
- S66:02**      **With power comes responsibility: How awareness of others predicts the construal of power as responsibility**  
We investigated how becoming aware of others predicts responsibility among powerholders. Powerholders focusing on others (vs. the self) did feel more responsible when these 'others' were lower in power, but even less responsible when the 'others' were also powerful.  
*Annika Scholl, KMRC Tuebingen*  
*Kai Sassenberg, KMRC Tuebingen - Naomi Ellemers, Leiden University - Daan Scheepers, Leiden University*  
09:20 - OMHP D0.08

# Scientific Programme

Friday July 11

09:00 - 10:40

- S66:03**      **When those in power take advice: The role of conceptualizing power as responsibility vs. opportunity**  
Powerful people often disregard advice, yet their willingness to take advice might depend on their conceptualization of power. In two experimental field studies we find that powerful people take more advice when they conceptualize power as a responsibility vs. opportunity.  
*Frank de Wit, Melbourne Business School*  
*Daan Scheepers, Leiden University - Naomi Ellemers, Leiden University - Kai Sassenberg, KMRC Tuebingen*  
09:40 - OMHP D0.08
- S66:04**      **Fighting for independence: Significant others' goals for oneself incite reactance among the powerful**  
We predicted that power increases people's tendencies to act against the goals their close significant others have for them. We found support for this prediction, but only when the participant reported reduced interest in pursuing the interpersonal goal  
*M. Ena Inesi, London Business School*  
*Kimberly Rios, Ohio University*  
10:00 - OMHP D0.08
- S66:05**      **Discussant**  
*Susan T. Fiske, Princeton University*  
10:20 - OMHP D0.08
- ✕ S67**      **Punishment in a social context**  
This symposium examines the social and cognitive processes involved in people's punishment decisions. How does punishing transgressors restore a sense of justice? What is the role of value threat? How does power affect punishment decisions?  
*Friederike Funk, Princeton University*  
*Mario Gollwitzer, Philipps University Marburg*
- S67:01**      **Punishment decreases victim compensation**  
Three studies indicate that individuals are less willing to compensate victims when the perpetrator has (versus has not) been punished, because punishment restores individuals' sense of justice. However, whether victims have been compensated does not influence individuals' punishment desires.  
*Elizabeth Mullen, George Washington University*  
*Gabrielle S. Adams, London Business School*  
09:00 - OMHP F0.01
- S67:02**      **Get the message: Punishment is satisfying if the transgressor responds to its communicative intent**  
Findings from three experiments demonstrate that victims' justice-related satisfaction with punishment is influenced by the kind of feedback they receive from the offender after punishment. Punishers were most satisfied after punishment when offenders showed a change in attitude.  
*Friederike Funk, Princeton University*  
*Victoria McGeer, Princeton University & Australian National University Canberra - Mario Gollwitzer, Philipps University Marburg*  
09:20 - OMHP F0.01

# Scientific Programme

Friday July 11

09:00 - 10:40

- S67:03**      **Laypersons prefer punitive over restorative sanctions when communal values are threatened**  
Two studies show that after learning about a transgression, people prefer punitive over restorative sanctioning forms when the transgression implies a threat to communal values. Two further studies show a possible precursor to value threat perceptions: low intergroup distinctiveness.  
*Mario Gollwitzer, Philipps University Marburg*  
*Livia Keller, Philipps University Marburg*  
09:40 - OMHP F0.01
- S67:04**      **Power and retributive justice: How trait information influences the fairness of punishment among power holders**  
Four studies reveal that high power participants endorse more severe punishment for offenders than low power participants. This finding is attributable to power holder's tendency to base punitive judgments on information or assumptions regarding an offender's negative traits.  
*Jan-Willem van Prooijen, VU University Amsterdam & Netherlands Institute for the Study of Crime and Law Enforcement*  
*Jennifer Coffeng, VU University Amsterdam - Marjolijn Vermeer, VU University Amsterdam*  
10:00 - OMHP F0.01
- ✕ S68**      **Social media and collective action: New perspectives on online and offline forms of political activism**  
The symposium discusses the influence of social media on collective action and political activism. Deterring and reinforcing effects of social media on offline participation, different forms of protests, questions of disengagement and protesting under severe repression are examined.  
*Anna Kende, Eötvös Loránd University, Budapest*
- S68:01**      **The influence of discussing through social media on politicized identity**  
Three studies analyzed how online political discussions among activists of social movements influenced politicized identity. Results showed that some specific features of online discussions (e.g. perceived agreement, misunderstandings) moderated the effect of emotions and moral beliefs on politicized identity.  
*Augusta Isabella Alberici, Catholic University of Milan*  
*Patrizia Milesi, Catholic University of Milan*  
09:00 - OMHP C0.17
- S68:02**      **On the digital ladder of engagement: The impact of low-threshold online on offline collective actions**  
In three experiments, we examined the Internet as a platform for online collective actions. We demonstrate how especially low-threshold online collective actions that require users to invest few resources foreclose offline engagement by satisfying group-based motivations.  
*Sandy Schumann, Université Libre de Bruxelles*  
*Olivier Klein, Université Libre de Bruxelles*  
09:20 - OMHP C0.17

# Scientific Programme

Friday July 11

09:00 - 10:40

- S68:03**      **The dynamics of off- and online movement participation under severe repression: Iran's 2013 election**  
Using data from three waves of online surveys, before, during and after Iran's 2013 presidential election, this study compares the changes in off- and online activities undertaken by activists, in individuals' participation motives, and in perceived/actual repression.  
*Ali Honari, Vrije Universiteit, Amsterdam*  
09:40 - OMHP C0.17
- S68:04**      **Predictors of enduring political participation in the context of online activism: Student protests in Hungary**  
Predictors of enduring online and offline political engagement were analyzed using a survey of student protestors. The results highlighted the importance of social media use among high identifiers, and cost-benefit calculations for the transfer to online activism.  
*Anna Kende, Eötvös Loránd University, Budapest*  
*Adrienn Ujhelyi, Eötvös Loránd University, Budapest - Nóra Lantos, Eötvös Loránd University, Budapest*  
10:00 - OMHP C0.17
- S68:05**      **Discussant**  
*Martijn van Zomeren, University of Groningen*  
10:20 - OMHP C0.17
-  **T38**      **Support giving and receiving**
- T38:01**      **Empathy and personal costs of helping: The moderating role of perceived self-other similarities**  
Results from two laboratory studies show that helpers' empathic feelings reduce their perceptions of their personal costs of helping, and thereby facilitate helping. Further, findings suggest that, as expected, the cost-reducing effect of empathy critically depends on perceived self-other similarities.  
*Birte Siem, FernUniversität in Hagen*  
*Stefan Stürmer, FernUniversität in Hagen*  
09:00 - OMHP C2.17
- T38:02**      **To "see" the future while empathizing them: Autonomy vs. dependency oriented help giving**  
We examined influences of Future Time Perspective and inter-personal empathy on help giving preferences. Experimentally induced FTP resulted in lower readiness to provide dependency-oriented help (Study 1). Characteristic high FTP and contextual empathy predicted preferences of autonomy-oriented assistance (Study 2).  
*Lily Chernyak-Hai, Netanya Academic College*  
*Samer Halabi, Tel-Aviv - Yaffo Academic College*  
09:20 - OMHP C2.17
- T38:03**      **Regulatory mode and support of partner goals that benefits or harms the self**  
The current research presents findings from a quasi-experimental and a correlational study to show support for the hypothesis that individual differences in regulatory mode affect support for a romantic partner's goals that benefits or cause problems for the self.  
*Madoka Kumashiro, Goldsmiths, University of London*  
09:40 - OMHP C2.17

# Scientific Programme

Friday July 11

09:00 - 10:40

**T38:04**      **Personal goal difficulty affects the receptivity to interpersonal goal support**  
We examined whether goal difficulty affects people's openness to interpersonal goal support. Using a multiple methods approach, results revealed that people are less likely to be open to their partner's support for difficult, rather than easy, goals.

**Francesca Righetti, Free University Amsterdam**

**Madoka Kumashiro, Goldsmiths University of London**

10:00 - OMHP C2.17



**S69**      **The judgment is in the sample – towards a grounded social psychology**  
Social psychology has been criticized for its lack of strong theorizing. One possible solution is to ground social psychology in environmental facts and structures. As a prime example, the symposium promotes sampling approaches to social judgments.

**Florian Kutzner, Department of Psychology, Universität Heidelberg**

**Klaus Fiedler, Universität Heidelberg**

**S69:01**      **Short-term memory limitations and constructivist coding: Judgments from small samples of dubious origin**

We discuss and illustrate the role of post hoc sampling of small samples from memory and the effects of constructive coding (akin to data imputation in statistics) for biases observed in human judgment.

**Peter Juslin, Department of Psychology, Uppsala University**

**Ebba Elwin, Uppsala University - Marcus Lindskog, Uppsala University**

09:00 - OMHP A0.08

**S69:02**      **Seeking positive experiences, identity signalling and attitude polarization across social groups**

When people engage in signalling behavior, they tend to select alternatives popular in their social group and unpopular in other groups. This leads to an information bias that implies a polarization of attitudes across social groups.

**Gael Le Mens, Department of Economics and Business, Universitat Pompeu Fabra**

**Jerker Denrell, Warwick Business School, University of Warwick**

09:20 - OMHP A0.08

**S69:03**      **A process model of social sampling**

We describe a simple process model that describes how people make judgments about their social environments. We test whether the model can explain apparent biases in people's predictions of results in German 2013 parliamentary elections.

**Mirta Galesic, Center for Adaptive Behavior and Cognition, Max Planck Institute for Human Development, Berlin**

**Juliane Kämmer, Max Planck Institute for Human Development, Berlin - Henrik Olsson,-**

**Max Planck Institute for Human Development, Berlin & University of Warwick - Jörg**

**Rieskamp, Universität Basel**

09:40 - OMHP A0.08



# Scientific Programme

Friday July 11

09:00 - 10:40

- S69:04**      **Wrong in the lab, true in the world? Adaptable insensitivity to levels of aggregation**  
While correlations or stereotypes at different levels of aggregation can contradict each other, people are quite insensitive to these differences. With reference to data from EUROSTAT, we show that this insensitivity is adaptable to our social environment.  
*Florian Kutzner, Department of Psychology, Universität Heidelberg*  
*Tobias Vogel, Universität Mannheim - Klaus Fiedler, Universität Heidelberg*  
10:00 - OMHP A0.08
- S69:05**      **Discussant**  
*Joachim Krueger, Brown University*  
10:20 - OMHP A0.08
- ✕ S70**      **Talking about 'them' and 'us': Constructing and reconstructing national/ethnic identities and shaping intergroup relations**  
We bring together studies using various methodological and theoretical approaches to address the questions how ethnic and/or national identities are constructed, maintained, and challenged in important intergroup contexts, and what role status differences and communication patterns play in the process.  
*Susanne Bruckmüller, University of Koblenz-Landau*
- S70:01**      **Who "makes" national identities? National identification and identity content for individuals and families in Ireland**  
We tested for transgenerational differences in using civic and ethnic markers to define national identity in Irish adult and children samples. In addition, family and individual identification with the nation had different effects on perceived historical continuity and national superiority.  
*Anca Minescu, University of Limerick*  
*Orla Muldoon, University of Limerick - Aisling O'Donnell, University of Limerick*  
09:00 - OMHP F0.02
- S70:02**      **How Muslims and authorities see each other at airports: The (re)production of 'them and us'**  
Research conducted with Muslims and Airport staff finds that concerns about misrecognition on both sides of the encounter contribute to negative interactions. I will argue that improving interactions requires recognition of asymmetries in power in the production of encounter contexts.  
*Leda Blackwood, University of St Andrews*  
*Nick Hopkins, Dundee University - Steve Reicher, University of St. Andrews*  
09:20 - OMHP F0.02
- S70:03**      **After all, are YOU that typical? Altering self-typicality to reduce backlash against perceived superordinate-group diversity**  
Decreasing perceived self-typicality regarding a superordinate group (e.g., Germans) for members of high-prototypical ingroups (e.g., Germans without migration background) reduced undesired outcomes of perceived superordinate-group diversity as threat and negative outgroup attitudes (e.g., German immigrants).  
*Franziska Ehrke, University of Koblenz-Landau*  
*Melanie Steffens, University of Koblenz-Landau*  
09:40 - OMHP F0.02

# Scientific Programme

Friday July 11

09:00 - 10:40

S70:04

## **Talking about “them” or “us”? Asymmetric framing of minority-majority group differences and its consequences**

Two studies show that people spontaneously frame differences between ethnic and racial minority and majority groups by marking minority groups as different, and that such habits of framing have important implications for intergroup relations.

***Susanne Bruckmüller, University of Koblenz-Landau***

*Peter Hegarty, University of Surrey - Mara Kacmaz, University of Erlangen-Nuremberg*

10:00 - OMHP F0.02

# Scientific Programme

Friday July 11

11:05 - 12:45



S71

## Replications of important results in social psychology

The "replication crisis" in social psychology has gained a lot of attention - yet the discussion of potential benefits and pitfalls of conducting direct replications has been largely theoretical. In this symposium, four researchers discuss their experiences with direct replications.

**Daniël Lakens, Eindhoven University of Technology**

*Sanne Nauts, Behavioural Science Institute, Radboud University Nijmegen*

S71:01

### Superstition may not improve performance: Damisch et al. (2010) does not replicate

We conducted two precise replications of the finding that superstition can improve golf performance (Damisch, Stoberock, and Mussweiler, 2010). We could not replicate this finding, despite strong impact, high power ( $n > 54/\text{group}$ ), and the control of several potential moderators.

**Robert Calin-Jageman, Dominican University**

*Tracy Caldwell, Dominican University*

11:05 - Aula

S71:02

### What does it take to activate stereotypes? Simple primes don't seem enough

It is a well established idea that stereotypes are activated automatically if appropriate cues are processed. Contrary to Banaji & Hardin (1996), we found no indication of these effects as soon as response priming as mediating mechanism was ruled out.

**Florian Müller, Friedrich-Schiller-Universität, Jena**

*Klaus Rothermund, Friedrich-Schiller-Universität, Jena*

11:25 - Aula

S71:03

### Replication of experiments evaluating impact of psychological distance on moral judgment

There are inconsistent results on whether people judge moral transgressions more harshly from larger psychological distance. In four high-powered replications, we found no effect of temporal distance, the effect of social distance and the reversed effect of construal level.

**Iris Žeželj, University of Belgrade**

*Biljana Jokić, University of Belgrade*

11:45 - Aula

S71:04

### Forming impressions of personality: A replication of Asch's (1946) evidence for primacy-of-warmth in impression formation

Asch's (1964) research on "Forming Impressions of Personality" has widely been cited as evidence for a primacy-of-warmth-effect. In the present replication attempt, we found no evidence for this effect: competence was at least as important in shaping impressions as warmth.

**Sanne Nauts, Behavioural Science Institute, Radboud University Nijmegen**

*Oliver Langner, Friedrich-Schiller-Universität, Jena - Inge Huijsmans, Behavioural Science Institute, Radboud University Nijmegen - Roos Vonk, Behavioural Science Institute, Radboud University Nijmegen - Daniël Wigboldus, Behavioural Science Institute, Radboud University Nijmegen*

12:05 - Aula

# Scientific Programme

Friday July 11

11:05 - 12:45

S71:05

**Discussant**

**Daniël Lakens, Eindhoven University of Technology**

12:25 - Aula



S72

## **Strategies for promoting positive cross-group interactions**

Cross-group interactions are anxiety-provoking for both minority- and majority-group members. This symposium showcases research examining a variety of strategies that alleviate this problem, serving to facilitate positive cross-group encounters. We underscore the need to understand cross-group interactions from complementary viewpoints.

**Anna Newheiser, University of Washington**

**Manuela Barreto, University of Exeter**

S72:01

### **Incidental exposure to images of positive interracial interactions promotes affiliative intergroup behavior among children**

Children aged 3-4 years (Study 1) or 7-11 years (Study 2) were incidentally exposed to images of positive interracial or same-race interactions. Exposure to interracial interactions led children to behave in a more affiliative manner toward an outgroup experimenter.

**Anna Newheiser, University of Washington**

**Arianne E. Eason, University of Washington - Kristina R. Olson, University of Washington**

11:05 - VOC zaal

S72:02

### **Promoting acceptance: self-regulatory strategies and concealable stigmatized identities in cross-group interactions**

Two studies examined self-regulatory strategies among individuals who concealed a stigmatized identity during a cross-group interaction. Promotion (vs. prevention) focus resulted in more favorable outcomes, assessed by measures of cognitive depletion as well as non-stigmatized partners' and independent raters' perceptions.

**Manuela Barreto, University of Exeter**

**Anna Newheiser, University of Washington**

11:25 - VOC zaal

S72:03

### **Not so easy to imagine: Ease and consequences of imagining interaction with differently stigmatised targets**

Imagined interaction with socially, bodily, and facially stigmatised targets was compared: Generally, interactions with facially and socially stigmatised targets were harder to imagine, less positive, and more distracting than an interaction with a bodily stigmatised target.

**Dale Weston, University of Exeter**

**Thomas A. Morton, University of Exeter - Manuela Barreto, University of Exeter**

11:45 - VOC zaal

S72:04

### **The power of confronting discrimination: How allies can strategically intervene**

Two studies examined reactions to hostile vs. calm confrontations of prejudice by targets vs. allies. Hostile (vs. calm) confrontations elicited short-term negative reactions, but increased in perceived effectiveness over time. Ally (vs. target) confrontations increased observer confrontation intentions over time.

**Leslie Ashburn-Nardo, Indiana University - Purdue University Indianapolis**

**Michelle R. Hebl, Rice University - Larry Martinez, Pennsylvania State University - Aaron Moss, Tulane University**

12:05 - VOC zaal

# Scientific Programme

Friday July 11

11:05 - 12:45



S73

## **Gender and the self in educational systems**

The aim of this symposium is to present the different effects of gender roles and the self in educational systems. Thereby, we focus on possible barriers and facilitators women face on their way into male-dominated fields, such as leadership.

*Lisa Horvath, University of Bern*

S73:01

### **Self-regulation strategies as facilitators of the self-work facilitation of women**

The effect of self-regulation strategies on the self-work facilitation of female and male employees of a university of technology was studied. Self-regulation strategies were positively related to self-work facilitation particularly for women. Self-work facilitation was positively related to performance.

*Lonneke Dubbelt, Eindhoven University of Technology*

*Evangelia Demerouti, Eindhoven University of Technology - Sonja Rispens, Eindhoven University of Technology*

11:05 - Doelenzaal

S73:02

### **In the eye of the beholder – good role models for women in male-dominated fields**

We present an integrated view on the psychological role model literature and evidence that targets need to be seen as both desirable and attainable in order to become effective role models for women in male-dominated fields.

*Thekla Morgenroth, University of Exeter*

*Kim Peters, University of Queensland - Michelle Ryan, University of Exeter*

11:25 - Doelenzaal

S73:03

### **The impact of gender on leadership aspirations in schools**

Results illustrate that women and men do not always share the same incentives and disincentives when applying for a leadership position at a school. These differences must be taken into account when attempting to make principalship more attractive for women.

*Anna Kanape-Willingshofer, University of Linz*

*Sabine Bergner, University of Graz - Gwen Elprana, Helmut Schmidt University Hamburg*

11:45 - Doelenzaal

S73:04

### **The underrepresentation of female professors in executive boards of universities: Selection bias or self-Selection?**

Due to the lack of prior research efforts on the underrepresentation of women on executive boards in universities, the aim of the study is the development of a scale to assess the objective and subjective person-job fit of professors.

*Levke Henningsen, University of Zurich*

*Klaus Jonas, University of Zurich*

12:05 - Doelenzaal

S73:05

### **Do young people expect gender equality in their lives? Evidence from a possible selves experiment**

We analyzed reasons for the maintenance of the division of labor by implementing a possible selves method with 455 undergraduate students. Although a mild form of the traditional division of labor emerged, employment conditions had similar implications regardless of sex.

*Leire Gartzia, Deusto Business School, University of Deusto*

*Alice H. Eagly, Northwestern University*

12:25 - Doelenzaal

# Scientific Programme

Friday July 11

11:05 - 12:45



S74

## **The influence of economics on psychology and behaviour: Evidence from survey-, archival-, and experiment-based studies**

Economic conditions matter for human psychology. Using surveys, archives, and experiments, we examine the impact of economic conditions for values, prejudice, happiness, consumption, and mate selection. Across these diverse topics, economics emerge as a robust factor shaping psychology.

**Steve Loughnan, The University of Melbourne**

S74:01

### **The paradox of wealth: Wealthy nations are less prejudiced, but social minorities feel more discriminated**

We present empirical evidence with cross-national data showing that national wealth is related to lower levels of prejudice, yet the gap in experienced discrimination between social minority and majority group members widens with increased wealth.

**Christin-Melanie Vauclair, Instituto Universitário de Lisboa (ISCTE-IUL), Cis-IUL, Lisboa, Portugal**

*Steve Loughnan, University of Melbourne - Boyka Bratanova, University of Melbourne - Ronald Fischer, Victoria University of Wellington - Nick Haslam, University of Melbourne*

11:05 - Universiteitstheater

S74:02

### **Well-being and income inequality**

Between 1972 and 2008, Americans were happier in the years with less income inequality than in the years with more income inequality. This relationship is explained by perceptions of other people's unfairness and a lack of trust in them.

**Selin Kesebir, London Business School**

*Shigehiro Oishi, University of Virginia, Department of Psychology*

11:25 - Universiteitstheater

S74:03

### **Poverty, inequality, and increased consumption of high calorie food: Experimental evidence for a causal link**

Obesity has been often linked to poverty and inequality. Using experimental approach, the present research showed that these factors influence people's preference for and increased consumption of high calorie food – a leading cause of obesity – through psychological pathways.

**Boyka Bratanova, University of Melbourne**

*Steve Loughnan, University of Melbourne - Olivier Klein, Université Libre de Bruxelles - Nick Haslam, University of Melbourne - Robert Wood, University of Melbourne*

11:45 - Universiteitstheater

S74:04

### **The impact of recessionary cues on women's consumer behavior: Mating, spending, and the lipstick effect**

We use an evolutionary perspective to show that – although recession cues decrease consumer desire for most products – they increased women's desire for beauty products. We present evidence that this effect reflects a strategic shift in women's mating psychology.

**Sarah Hill, Texas Christian University**

*Christopher Rodeheffer, Texas Christian University - Vadas Griskevicius, University of Minnesota - Kristina Durante, University of Texas, San Antonio - Andrew Edward White, Arizona State University*

12:05 - Universiteitstheater

# Scientific Programme

Friday July 11

11:05 - 12:45

- ✕ S75 **Evaluative learning: Intersecting contingencies as a new way to change implicit and explicit evaluations**  
Known types of evaluative learning involve regularities in the presence of one stimulus (e.g., mere exposure), two stimuli (e.g., evaluative conditioning) or behavior and consequences (e.g., approach/avoidance learning). We introduce intersecting regularities as a fourth route to changes in liking.  
*Jan De Houwer, Ghent University*  
*Sean Hughes, National University of Ireland Maynooth*
- S75:01 **Intersecting regularities as a new route to changing liking**  
I introduce the general hypothesis that the valence of a stimulus in a first regularity can transfer to other stimuli that are part of a second regularity that intersects with the first.  
*Jan De Houwer, Ghent University*  
11:05 - OMHP D0.09
- S75:02 **Effects of the self-referencing task on evaluative change and accessibility**  
Two studies show that the self-referencing task, based on a principle of intersecting regularities, produces transfer of both evaluative (implicit and explicit attitudes) and non-evaluative (accessibility) properties to fictitious social groups that have been connected to the self.  
*Marco Perugini, University of Milano-Bicocca*  
*Juliette Richetin, University of Milano-Bicocca*  
11:25 - OMHP D0.09
- S75:03 **Expanding the boundaries of evaluative learning research: How intersecting regularities shape our likes and dislikes**  
Across several studies, we found that when regularities in the environment (more specifically operant contingencies) intersect with one another in a particular way, this leads to a transfer of liking between stimuli of intersecting regularities.  
*Sean Hughes, National University of Ireland Maynooth*  
*Jan De Houwer, Ghent University - Marco Perugini, Università di Milano-Bicocca*  
11:45 - OMHP D0.09
- S75:04 **Attitude formation through an effective approach/avoidance procedure: a case of intersecting regularities?**  
A new procedure is presented, which has proven very successful for the formation of new attitudes and is based on approach/avoidance. Among the possible explanations of its enhanced efficacy as compared to typical approach-avoidance tasks, intersecting regularities will be considered.  
*Cristina Zogmaister, University of Milano-Bicocca*  
*Marco Perugini, University of Milano-Bicocca*  
12:05 - OMHP D0.09
- S75:05 **Discussant**  
*Bertram Gawronski, University of Texas at Austin*  
12:25 - OMHP D0.09



# Scientific Programme

Friday July 11

11:05 - 12:45



S76

## How am I doing? Understanding how people monitor their goal progress

Despite progress monitoring being one of the key processes involved in self-regulation, it has received little attention. This symposium will explore the nature of progress monitoring and feedback seeking behavior, their impact on goal progress, and methodological challenges and solutions.

**Yael Benn, University of Sheffield**

*Betty Chang, University of Sheffield*

S76:01

### How do people monitor their progress on personal goals?

We found that participants were more likely to engage in passive rather than active monitoring for their personal goals. Intrinsic motivation, goal importance, the quantifiability of a goal and whether it had a deadline also predicted the nature of monitoring.

**Betty Chang, University of Sheffield**

*Thomas L. Webb, University of Sheffield - Yael Benn, University of Sheffield -*

*Chris Stride, University of Sheffield*

11:05 - OMHP D1.09

S76:02

### Experts and those in deep relationships give, seek, and respond more to negative feedback

In several studies, we demonstrate a shift toward negative feedback among experts and those in deep relationships because experts and those in deep relationships are secure in their goal commitment and thus can shift their focus toward monitoring goal progress.

**Stacey Finkelstein, Baruch College, Zicklin School of Business**

*Ayelet Fishbach, University of Chicago*

11:25 - OMHP D1.09

S76:03

### Goal progress monitoring: What can we learn from research on feedback-seeking behaviour?

The current study aims to inform research on goal progress monitoring by taking a closer look at the main findings from research on feedback-seeking behaviour in organizations. We provide meta-analytic estimates of the antecedents and consequences of feedback-seeking behavior.

**Frederik Anseel, Ghent University**

*Adam Beatty, University of Minnesota - Winny Shen, University of Minnesota - Filip*

*Lievens, Ghent University - Paul R. Sackett, University of Minnesota*

11:45 - OMHP D1.09

S76:04

### Does prompting monitoring of goal progress facilitate self-regulation? A Meta-analysis of the experimental evidenc

A systematic review of interventions designed to promote progress monitoring revealed that changes in the frequency of progress monitoring are associated with increased likelihood of goal achievement relative to control conditions. Moderators and implications are discussed.

**Benjamin Harkin, University of Sheffield**

*Thomas L. Webb, University of Sheffield - Betty Chang, University of Sheffield - Paschal*

*Sheeran, University of North Carolina - Andrew Prestwich, University of Leeds - Mark*

*Conner, University of Leeds - Ian Kellar, University of Leeds - Yael Benn, University of Sheffield*

12:05 - OMHP D1.09

# Scientific Programme

Friday July 11

11:05 - 12:45

S76:05

## Measuring progress monitoring: Issues and solutions

This paper will present three studies that used different measures to examine the nature of progress monitoring: self-report, eye-tracking and a modified home energy monitor. Advantages and shortcomings of these methods will be discussed.

**Yael Benn, University of Sheffield**

*Thomas L. Webb, University of Sheffield - Betty Chang, University of Sheffield*

12:25 - OMHP D1.09



S77

## New communication technologies, social identity and group processes

The symposium explores the role of new technologies in relation to social identities, focusing on the use of technology in negotiating and establishing new norms, manipulating social identity content, capturing the salience of online social identities, and mobilising collective action.

**Ana-Maria Bliuc, Monash University**

*Craig McGarty, Murdoch University, Australia*

S77:01

### Becoming the change: Integrating norms and identities through social interaction

We propose a social psychological mechanism for the origin of new social movements. We demonstrate that social change follows the emergence of shared injunctive social norms that define new collective identities.

**Laura Smith, University of Bath**

*Emma Thomas, Murdoch University - Craig McGarty, Murdoch University - Jeff Gavin, University of Bath*

11:05 - OMHP D0.08

S77:02

### Patriots or traitors? Communicating identity alignment to a national social category through online content

The paper discusses findings from the analysis of online rhetoric about national identity in two historical cases. Our analysis shows that groups in conflict manipulate the meaning of national identity as a strategy to increase collective support for their cause.

**Ana-Maria Bliuc, Monash University**

*Craig McGarty, Murdoch University - RoseAnne Misajon, Monash University*

11:25 - OMHP D0.08

S77:03

### Mums and feminists: Tracking shifts in identity salience in online environments

2436 users who posted in 'Parenting' and 'Feminism' forums on Mumsnet site are tracked. Natural language processing tools show that the posts can be distinguished on key language use dimensions. We propose an indirect measure of dynamic online identity salience.

**Mark Levine, University of Exeter**

*Miriam Koschate, University of Exeter*

11:45 - OMHP D0.08

# Scientific Programme

Friday July 11

11:05 - 12:45

- S77:04**      **Beyond slacktivism: Kony2012 and the formation of identities for action**  
The Kony2012 phenomenon is often seen as expression of slacktivism. In three field studies we show that the campaign could produce observable socio-political action that can be understood as expressions of emergent opinion-based identities in line with the EMSICA model.  
*Craig McGarty, Murdoch University*  
*Emma Thomas, Murdoch University*  
12:05 - OMHP D0.08
- S77:05**      **Discussant**  
*Karen Douglas, University of Kent*  
12:25 - OMHP D0.08
- ✕ **S78**      **Theories of collective action applied in current protests around the world**  
The symposium examines the extent to which various theories on collective action hold true in current protests around the world, including Egypt, Turkey, Greece and Russia. Results of the studies mainly highlight the importance of identity and efficacy.  
*Arin Ayanian, University of St. Andrews*  
*Nicole Tausch, University of St. Andrews*
- S78:01**      **The psychological factors underlying engagement in protests within the Egyptian context**  
We conducted semi structured interviews and an online survey to examine the motivating factors of collective action participation within the Egyptian context. Results highlighted the significance of politicized identity and group efficacy.  
*Arin Ayanian, University of St. Andrews*  
*Nicole Tausch, University of St. Andrews*  
11:05 - OMHP F0.01
- S78:02**      **Studying collective self-objectification: Identity-congruence and subjective power in the Greek anti-austerity movement**  
We present two studies concerning collective action: a questionnaire survey of the Mayday 2012 demonstration in Greece and an experiment. Results suggest that collective action is empowering when it is identity-congruent and disempowering when it is identity-incongruent.  
*Atalanti Evripidou, University of Sussex*  
*John Drury, University of Sussex*  
11:25 - OMHP F0.01
- S78:03**      **Negotiating oppositional identity in Russia: Discursive psychological approach**  
My paper explores identity practices of people involved in oppositional movements in Russia. I argue that by discursively negotiating various category membership and orienting to the dilemmas of trust, participants achieve being 'oppositional' not in political, but in moral sense.  
*Yulia Lukyanova, University of Edinburgh*  
*Sue Widdicombe, University of Edinburgh* - *Luke March, University of Edinburgh*  
11:45 - OMHP F0.01

# Scientific Programme

Friday July 11

11:05 - 12:45

- S78:04**      **Politicization of identity as a result of collective action in the Gezi Park protests**  
 The current study focuses on politicization of identity as a consequence of protest. Changing concepts of identity were examined through content analysis of interviews with participants to understand the way they formed a politicized identity in the post-Gezi period.  
*Yasemin Acar, Claremont Graduate University*  
*Michael A. Hogg, Claremont Graduate University*  
 12:05 - OMHP F0.01
- S78:05**      **Discussant**  
*Catalin Mamali, Loras College*  
 12:25 - OMHP F0.01
- ✕ **S79**      **The influence of self resources on generosity**  
 Conventional wisdom implies that resource availability should facilitate generosity. This symposium scrutinizes this assertion. With four talks, unique routes linking resources to generosity are explored illustrating the myriad factors that affect generosity and, importantly, delineating boundary conditions for this contingency.  
*Liat Levontin, School of psychology, Interdisciplinary center (IDC)*  
*Liad Uziel, Bar-Ilan University*
- S79:01**      **Emptying pockets reduces donation: An embodiment perspective of resource deprivation**  
 This research shows that the performing simple act of emptying (vs. filling) a bag, a glass vase, coat pockets, in the absence of any real loss of resource is sufficient to prompt resource expenditure behaviors (e.g., donating to charities).  
*Liat Levontin, School of psychology, Interdisciplinary center (IDC)*  
*Danit Ein-Gar, Tel-Aviv University*  
 11:05 - OMHP C0.17
- S79:02**      **Apology and forgiveness: Promotion focus as a personal resource in interpersonal conflicts at work**  
 Two studies show that promotion focus (Higgins, 1997), as a personal resource, affects the use of apology and forgiveness in interpersonal conflicts at work. These studies have practical implications for the conditions under which interpersonal conflicts could be effectively resolved.  
*Dina Van Dijk, Ben-Gurion University of the Negev*  
 11:25 - OMHP C0.17
- S79:03**      **The selfish side of self-control**  
 Self-control often promotes pro-social behavior. In interdependent environments, pro-social tendencies are normative and generally rational. Two experiments show that when normative pressure is weak, self-control advances selfish behavior if it is economically-rational. Self-control, thus, maximizes situational adaptation, not pro-sociality.  
*Liad Uziel, Bar-Ilan University*  
 11:45 - OMHP C0.17

# Scientific Programme

Friday July 11

11:05 - 12:45

- S79:04**      **Those used to power: Effects of state-trait power incongruence and self-control on pro-social behavior**  
Research explores effects of state-trait power incongruence and self-control on pro-sociality. Power could enable pro-sociality to manifest. This may be nullified by power-incongruence. Self-control may enable behavioral flexibility under power-incongruence. Research associated self-control under power incongruence with selfishness and depletion  
*Tomer Schmidt-Barad, Bar-Ilan University*  
*Liad Uziel, Bar Ilan University*  
12:05 - OMHP C0.17



## **T39      Black and White Sheeps with groups**

- T39:01**      **Displaced Revenge: Can revenge be “sweet” if it aims at a different target?**  
Results of five studies using different methods show that displaced revenge (i.e., revenge targeted at a different person than the original transgressor) can be satisfying for the avenger, particularly when the message behind revenge is effectively delivered and understood.  
*Arne Sjöström, Philipps-University Marburg*  
*Mario Gollwitzer, Philipps-University Marburg*  
11:05 - OMHP C2.17
- T39:02**      **“Good fellas?!”: Transgression credit vs Black sheep effect**  
Based on subjective group dynamics theory and transgression credit model, we conducted two experiments that show that a deviant high status ingroup member is accepted or derogated depending on participants’ strategy to restore their positive social identity.  
*Isabel Pinto, University of Porto*  
*Catarina Carvalho, University of Porto - Tiago Azevedo, University of Porto - José M. Marques, University of Porto*  
11:25 - OMHP C2.17
- T39:03**      **The white sheep effect: Negative effects of individual’s hypermoral behaviour on group perception**  
Three studies investigated the boomerang effect of individual’s hypermoral (vs. moral) behaviour on the group perception. The research revealed that hypermoral acts of a single individual are likely to have more detrimental effects on group perception than moral acts.  
*Simona Sacchi, University of Milano-Bicocca*  
*Andrea Manfrinati, University of Milano-Bicocca - Marco Brambilla, University of Milano-Bicocca - Francesco Paolo Colucci, University of Milano-Bicocca*  
11:45 - OMHP C2.17
- T39:04**      **Free riding, altruistic punishment, and emotions in an energy sharing context**  
We explore free riding and altruistic punishment theories in an energy sharing situation. Two studies confirm some people tend to free ride and others tend to punish them in this context. Both behaviours are motivated by emotions (anger and guilt).  
*Caroline Leygue, University of Nottingham*  
*Anya Skatova, University of Nottingham - Alexa Spence, University of Nottingham - Eamonn Ferguson, University of Nottingham*  
12:05 - OMHP C2.17

# Scientific Programme

Friday July 11

11:05 - 12:45



S80

## **Taking interpersonal accuracy into new territories: An examination of novel psychological mediators, moderators and domains**

The symposium bridges together a diverse set of theories, methodologies, and world-wide researchers and offers novel insights and findings in the study of interpersonal perception.

**Shira Mor, Rotterdam School of Management, Erasmus University**

**Richard Ronay, VU University**

S80:01

### **Pushing in the dark: Causes and consequences of limited self-awareness for interpersonal assertiveness**

Do people know when they are seen as pressing too hard, yielding too readily, or having the right touch? And does awareness matter? We examined these questions in four studies.

**Wazlawek Abbie, Columbia University**

**Daniel Ames, Columbia University**

11:05 - OMHP A0.08

S80:02

### **Accuracy of morality judgements**

We test whether people are correct in assuming that (im)morality is a personality trait which is stable across time and domains.

**Joachim Vosgerau, Tilburg University**

**Sarah Kühn, Slippery Rock University**

11:25 - OMHP A0.08

S80:03

### **Introducing intercultural social perception and the moderating role of cultural metacognition**

We examine the association between a novel individual difference measure and intercultural social perception.

**Mor Mor, Rotterdam School of Management, Erasmus University**

**Daniel Ames, Columbia University - Martin Schweinsberg, INSEAD**

11:45 - OMHP A0.08

S80:04

### **Sensitivity to reversal of fortune predicts social success**

Across four studies we find that the ability to detect changing contingencies (i.e. reversal learning) reflects a component of social intelligence that can be used to pursue a variety of social goals, from romantic relationships to competitive negotiations.

**Richard Ronay, VU University**

**William von Hippel, University of Queensland**

12:05 - OMHP A0.08

# Scientific Programme

Friday July 11

11:05 - 12:45



## T40 Normative context and social groups

### T40:01 A social psychological analysis of anomie

We present an examination of the anomie concept from social psychological perspective both theoretically and empirically. We focus on a theoretical account of how anomie arises and the psychological outcomes of anomie. We also construct a scale to measure anomie.

**Ali Teymoori, University of Queensland**

*Brock Bastian, University of Queensland - Jolanda Jetten, University of Queensland*

11:05 - OMHP F0.02

### T40:02 Parrhesia of historical texts on past in-group crimes: a risk or a resource for reconciliation?

70 Italian university students read a parrhesiastic vs. an evasive text on Italian war crimes against Ethiopia (1935-36). After a week, participants recalled the text and were invited to a pro-social activity. Relations between immediate and delayed reactions are discussed.

**Giovanna Leone, Sapienza University of Rome**

*Mauro Sarrica, Sapienza University of Rome*

11:25 - OMHP F0.02

### T40:03 Retaining or losing entitlement to honor-group membership: An empirical investigation beyond cultural boundaries

Three vignette-based-experimental studies examined honor in terms of entitlement to recognition-respect. Findings converged on significant main-effect of a violation of honor-code on perceived appropriateness of the act of the perpetrator, attributed disrespect, shaming, and loss of entitlement to honor-group membership.

**Gulnaz Anjum, International Max Planck Research School**

*Thomas Kessler, Friedrich-Schiller-University, Jena - Mudassar Aziz, Hanyang University, Seoul - Zahid Usman, Quaid-i-Azam University, Islamabad*

11:45 - OMHP F0.02

### T40:04 Silence in official representations of Turkish history: Implications for support of minority rights

We examined silence about minority experience in official representations of Turkish history and implications for identity relevant action. Results revealed that official representations silence minority-related history, and knowledge of silenced history and less national identification predict support for minority rights.

**Tugce Kurtis, University of West Georgia**

*Nur Soyulu, University of Kansas - Glenn Adams, University of Kansas*

12:05 - OMHP F0.02

### T40:05 Where are we at? Demonstrating and measuring the importance of Zeitgeist for individuals and societies

Notwithstanding high personal well-being, various countries suffer from collective gloominess about society: a Zeitgeist of decline. To help understand this paradoxical discrepancy, we propose, and find support for, an operationalization of Zeitgeist as a general factor Z.

**Anne Marthe van der Bles, University of Groningen**

*Tom Postmes, University of Groningen - Rob Meijer, University of Groningen*

12:25 - OMHP F0.02





# Poster Session 5

Friday July 11

13:00 - 14:00 - Atrium

P05:01

## **Suggestion as a magical action**

The study compared between two types of suggestion: one was explicitly based on superstitions and the other was not. Both types proved to be equally effective and displayed structural identity. The results suggest historical continuity between magical and ordinary suggestion.

*Eugene Subbotsky, Lancaster University*

P05:02

## **Belief in magic, paranormal, supernatural, and superstitions: The interplay of mentalizing abilities and mentalizing biases?**

We hypothesized that paranormal believers have higher emotional and social abilities, and that they confuse mental and non-mental phenomena more often than non-believers do. The results will show the way mentalizing abilities and mentalizing biases interact in paranormal beliefs.

*Marjaana Lindeman, University of Helsinki*

*Annika M. Svedholm, University of Helsinki*

P05:03

## **Justifying police use of force: the roles of procedural justice, legitimacy and identity**

This paper explores the roles of procedural justice, legitimacy and identity in shaping attitudes towards police use of force. Results show that higher levels of legitimacy are related to the support for both lawful and unlawful police use of force.

*Monica Gerber, London School of Economics and Political Science*

*Jonathan Jackson, London School of Economics and Political Science*

P05:04

## **Discrimination between the Rich and the Poor under contrasting ideological justifications of wealth stratification**

Money allocations made by rich/poor group members were conducted in three ideological conditions of wealth stratification. The rich and poor discriminated depending on whether the stratification was based on group fate, group merit or individual merit.

*Richard Bourhis, Université du Québec à Montréal*

*Simon-Pierre Harvey, Université du Québec à Montréal*

P05:05

## **When "haves" give to "have nots": The affective consequences of generosity across the status divide**

The affective rewards that normally accompany giving and receiving money might be diminished when the monetary gifts signal socioeconomic differences. In four experiments, we assessed the affective consequences experienced by both parties when higher-SES givers are generous toward lower-SES receivers.

*Gillian Sandstrom, University of Cambridge*

*Toni Schmader, University of British Columbia - Alyssa Croft, University of British Columbia -*

*Navio Kwok, University of British Columbia*

P05:06

## **Inequality in the school tracking system: The effect of students' socioeconomic status**

Participants were assigned the role of a teacher and decided which school track was most suitable for a target student. Our results revealed that participants reproduced social class disparities, as students' socioeconomic background was an influential factor in the decision.

*Anatolia Batruch, Université de Lausanne*

*Frédérique Autin, Université de Lausanne - Fabrizio Butera, Université de Lausanne*



# Poster Session 5

Friday July 11

13:00 - 14:00 - Atrium

- P05:07**      **The influence of perpetrator sex, victim sex and stalking myth acceptance on perceptions of stalking**  
 This study investigates the influence of perpetrator sex, victim sex and stalking myth acceptance on perceptions of stalking. Formal responses were believed to be more necessary when the victim was a woman and/or participants had low stalking myth acceptance.  
**Adrian Scott, Edith Cowan University**  
*Laura Hemming, University of Bath - Nikki Rajakaruna, Edith Cowan University - Jeff Gavin, University of Bath - Lorraine Sheridan, Curtin University*
- P05:08**      **Effects of common ingroup identity on perception and justification of age discrimination in the workplace**  
 Previous research on common ingroup identity suggested that it may increase the justification of intergroup inequalities among members of disadvantaged groups. Two studies verified whether among older employees common organisational identity would be related to the justification of age discrimination.  
**Katarzyna Jasko, Jagiellonian University**
- P05:09**      **Collective punishment of democratic groups: The effect of wrongdoing focalization and critical stance towards democracy**  
 The leniency towards offending democratic (vs. nondemocratic) groups is reduced when observers are focused on the negative aspects of the wrongdoing rather than on the group's organization, and even reversed among people highly critical of democratic organizations.  
**Andrea Pereira, VU University Amsterdam**  
*Juan Manuel Falomir Pichastor, University of Geneva - Alain Quiamzade, University of Geneva - Jacques Berent, University of Geneva*
- P05:10**      **Title: Belief in a Just What? Demystifying Just World Beliefs by Distinguishing Sources of Justice**  
 People have the need to see the world as just. Yet, who/what do people see as ultimately determining justice (e.g., God, self)? We present research on these sources of justice including scale validation, behavioral consequences and conceptual implications.  
**Katherine Stroebe, University of Groningen**  
*Tom Postmes, University of Groningen - Alwin Stegeman, University of Groningen - Melissa-Sue John, Worcester Polytechnic Institute - Susanne Täuber, University of Groningen*
- P05:11**      **Support for collective punishment: the impact of prevention motives and collective apologies**  
 In this experiment we demonstrate that, following an offense, one's motivation to prevent future offenses might blindly lead to the punishment of the offender's group, unless the group collectively apologizes.  
**Jacques Berent, University of Geneva**  
*Andrea Pereira, VU University Amsterdam - Juan-Manuel Falomir Pichastor, University of Geneva*
- P05:12**      **Punishing perpetrators and form of media : impact on emotions and judicial judgment.**  
 The relation between feedback of justice and the form of a video is investigated. We compared the effects of a film screened in different experimental conditions. We consider that the form of media can arouse emotions and desire for punishment.  
**Hoai Huong Ngo, Université Paris Ouest**  
*Patrick Gosling, University Of Nanterre*



# Poster Session 5

Friday July 11

13:00 - 14:00 - Atrium

- P05:13 Lexically gender-marked role nouns in Norwegian: Effect of prevalent and presented form on readers' recall**  
Being interested in people's use of lexically gender-marked forms in Norwegian, we studied how (a) habitual use and (b) priming affect people's word form choice in a recollection task. In a study (N = 40) we found both main effects.  
**Elisabeth Kuhn, Norwegian University of Science and Technology**  
Sara Koeser, University of Hagen - Ane Torsdottir, Norwegian University of Science and Technology - Ute Gabriel, Norwegian University of Science and Technology
- P05:14 To whom do I say hat? Communicating complex and stereotypic information depending on relational closeness**  
A study examining the imagined closeness and time spent together of a communicating dyad depending on the complexity and stereotypicality of a sentence spoken by them found that stereotypicality influenced impressions of both dependent measures.  
**Elizabeth C. Collins, Centro de Investigação e de Intervenção Social (CIS-IUL), Instituto Universitário de Lisboa (ISCTE-IUL)**  
Diniz Lopes, Centro de Investigação e de Intervenção Social (CIS-IUL), Instituto Universitário de Lisboa (ISCTE-IUL)
- P05:15 Faces mimic only the language of ingroup leaders**  
The present study addressed the role of language and social cognition on embodied effects such as automatic facial mimicry. We investigated automatic facial activation elicited by verbs referring to positive and negative emotion expressions attributed to ingroup and outgroup politicians.  
**Edita Fino, University of Bologna**  
Michela Menegatti, University of Bologna - Monica Rubini, University of Bologna
- P05:16 Typology of everyday lies. A target x motivation approach to lying**  
A daily diary study (N=81) based on recordings of social interactions and lies confirmed that a bidimensional typology of lies based on motivation (protection vs. benefit) and the target of a lie (self, others, self and others) is justified.  
**Katarzyna Cantarero, University of Social Sciences and Humanities**  
Karolina Dukala, Jagiellonian University - Piotr Szarota, Institute of Psychology, Polish Academy of Sciences
- P05:17 Automated analysis of the abstractness of texts based on the Linguistic Category Model**  
An automatized analytical tool of the Linguistic Category Model has been developed taking into consideration the syntactical structure. The algorithm lists the verbs and adjectives found in the text(s) with their LCM categories, and also links them to their subjects.  
**Pál Kővágyó, University of Pécs**  
Tibor Pólya, Institute of Cognitive Neuroscience and Psychology - Levente Szász, University of Pécs
- P05:18 Abstract or concrete language for effective self-regulation?: Presence/Absence of tempting peripheral goals**  
Three studies show that concrete language use facilitates central goal pursuit when no tempting peripheral goals exist by creating implementation intentions. Abstract language though, facilitates goals central goal pursuit when tempting and salient peripheral goals exist.  
**Lorena Gil de Montes, University of the Basque Country**  
Jose Valencia, University of the Basque Country - Arrate Aguirrezabal, University of the Basque Country - Maider Larrañaga, University of the Basque Country - Garbiñe Ortiz, University of the Basque Country



# Poster Session 5

Friday July 11

13:00 - 14:00 - Atrium

- P05:19**      **Personal pronouns in evaluative semantic contexts**  
 The evaluative contexts around pronouns were studied in natural written language (media news) and in an evaluative sentence generating task (experimental design). Results showed that personal pronouns occur in semantic context reflecting self- and group serving biases.  
*Marie Gustafsson Sendén, Stockholm University*  
*Sverker Sikström, University of Lund - Torun Lindholm, University of Stockholm*
- P05:20**      **The role of framing in health risk communication and its effects on perceptions and emotions**  
 The sociocognitive effects of framing on risk perceptions and emotions in situations of health crisis are analyzed. Results show that framing produced significant effects in perceptions and emotions.. Finally, the role of the mass media in health crisis is discussed  
*Jose F. Valencia, University of the Basque Country*  
*Lorena Gil de Montes, University of the Basque Country - Nahia Idoyaga, University of the Basque Country*
- P05:21**      **Are stereotype-inconsistent exemplars subtyped spontaneously?**  
 Using a "Who Said What"-paradigm and multinomial modelling, we investigated the cross categorization outcome of ethnicity (represented with an accent) and religion (represented with a visual cue).  
*Tamara Rakic, Lancaster University*  
*Melanie C. Steffens, University of Koblenz-Landau - Atena Sazegar, Friedrich Schiller University Jena*
- P05:22**      **When the use of subtle linguistic bias enhance the explicit expression of intergroup bias**  
 Our study examined the consequences of subtle linguistic bias into the perpetuation of intergroup bias. Results showed that social approval, compared to social disapproval, of subtle linguistic bias enhance explicit expression of ingroup favoritism and outgroup derogation.  
*Yvette Assilaméhou, Université Rennes 2*  
*Benoît Testé, Université Rennes 2*
- P05:23**      **A social-cognitive view on the perception of non-native accents**  
 Non-native accents serve as a primary category, but little is known about the associations and mechanisms they trigger. In a set of (IAT) experiments, we demonstrate the role of negative affect, mistrust, and incompetence in the perception of accented speakers.  
*Janin Roessel, University of Mannheim*  
*Christiane Schoel, University of Mannheim - Dagmar Stahlberg, University of Mannheim*
- P05:24**      **Predicting conspiracy beliefs: The role of individual traits and social psychological variables**  
 The set of four studies show that RWA, SDO, BDW, paranoia, and prejudices are important predictors of conspiracy thinking about events and about groups. The Big Five personality factors do not have satisfactory predictive ability in relation to conspiracy thinking.  
*Monika Grzesiak-Feldman, University of Warsaw*



# Poster Session 5

Friday July 11

13:00 - 14:00 - Atrium

- P05:25**      **Belief in ordered and friendly world and planning own future**  
One of the fundamental presumption is that the world has an unchangeable order and is positive toward humans. The strength of this presumption is affected by social experiences and influence life-tasks and plans and readiness to delay of gratification  
*Jerzy Trzebiński, University of Social Sciences and Humanities*
- P05:26**      **Most experiments in psychology cannot guarantee casual relationship: A perspective of sample size.**  
We developed a statistical method to estimate the relationship between sample sizes and the probability of successful random assignment in experiments, and investigated experiments of leading psychology journals. The results indicated that most casual inferences in psychology may be invalid.  
*Chih-Long Yen, Ming Chuan University*  
*Chung-Ping Cheng, National Cheng Kung University*
- P05:27**      **Retributive versus utilitarian motivations to punish an immoral character**  
This study examined the effect of immoral character of a criminal defendant on punitive judgments. Japanese participants recommended harsher punishment on the immoral defendant and this effect was mainly mediated by retributive justice motives rather than utilitarian judgments.  
*Minoru Karasawa, Nagoya University*  
*Nobuhiko Goto, Nagoya University*
- P05:28**      **Setting the bar high in ethical consumption: How thresholds affect perception of behaviour**  
Three experimental studies illustrate how people perceive differences between what they should and actually do when it comes to making purchasing decisions. The use of anchoring (via thresholds) illuminates a range of processes in how such differences arise.  
*Colin Foad, Cardiff University*  
*Professor Greg Maio, Cardiff University*
- P05:29**      **Development of pro-social behavior in adolescence**  
This presentation will focus on the social-cognitive processes related to pro-social value orientation in adolescence. We will discuss the results of two studies on the roles of mind-reading, empathy, trust, and trustworthiness in pro-social behavior.  
*Mariëtte Huizinga, VU University, Amsterdam*  
*Jeffrey Derks, Dept. of Educational Neuroscience and LEARN! Research Institute, VU University, Amsterdam - Lydia Krabbendam, Dept. of Educational Neuroscience and LEARN! Research Institute, VU University, Amsterdam*
- P05:30**      **Adolescent immoral behaviors as a function of moral disengagement and violent gameplay**  
Based on Bandura's moral disengagement theory, effects of playing violent video games on adolescent immoral behaviors were experimentally studied. Results showed that violent video games decreased self-control and increased cheating and aggression, especially for adolescents (Mage=15.7) high in moral disengagement.  
*Alessandro Gabbiadini, University of Valle d'Aosta*  
*Paolo Riva, University of Milano Bicocca - Luca Andrighetto, University of Genova - Chiara Volpato, University of milano Bicocca - Brad J. Bushman, University of Ohio*



# Poster Session 5

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- P05:31**      **Social rejection, moral judgment, and antisocial media use**  
In applying a new tool to measure moral judgment and media preferences in adolescents, results show how social rejection instigates moral permissibility of antisocial and risk behaviors as portrayed in media, which underlies preferences for antisocial media content.  
*Xanthe Plaisier, VU University Amsterdam*  
*Elly A. Konijn, VU University Amsterdam*
- P05:32**      **Cortisol and testosterone changes during value conflicts versus resource conflicts**  
We examine differential responses in levels of salivary cortisol and testosterone to a moral value conflict compared to a resource conflict. We found that a value conflict increases cortisol level whereas a resource conflict increases testosterone level.  
*Marina Kouzakova, Leiden University*  
*Naomi Ellemers, Leiden University - Fieke Harinck, Leiden University - Daan Scheepers, Leiden University*
- P05:33**      **The influence of salient categories on moral judgement**  
We demonstrate that making religion salient changes the moral judgements of atheists and Christians: differences in moral judgments between these groups in moral judgement were bigger than when religion was not made salient.  
*Paul Hanel, Cardiff University*  
*Uwe Wolfradt, Martin-Luther University Halle-Wittenberg - Gregory R. Maio, Cardiff University - Antony S. R. Manstead, Cardiff University*
- P05:34**      **The moral character of soldiers**  
The present study investigated the perceived moral character of soldiers. Soldiers are seen as more brave and more just than civilians, which has implications for how they are judged when they kill or are killed.  
*Hanne Watkins, The University of Melbourne*  
*Dr Simon Laham, University of Melbourne*
- P05:35**      **We are tribal creatures: Evidence for the existence of in-group morality**  
Professional soldiers rated a diversion action as moral when it served interests of their own army but as immoral when it served interests of enemy. Consistently with the in-group morality theory, this effect was moderated by the level of patriotism.  
*Konrad Bocian, University of Social Sciences and Humanities, Sopot*  
*Bogdan Wojciszke, University of Social Sciences and Humanities, Sopot*
- P05:36**      **Warm-hearted or cold, smart or incompetent? The relational evaluation of decisions in economic games**  
Relational models and moral motives have an effect on people's decisions in interpersonal economic situations, but as well on their judgements of other's decisions: Results of an experiment show that evaluations differ as a function of the active relational model.  
*Tom Schiebler, LMU Munich*  
*Gesa K. Petersen, University of Munich - Felix C. Brodbeck, University of Munich*





# Poster Session 5

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- P05:37**      **The conservative shift hypothesis: A moral foundations theory analysis of post-9/11 moral language use**  
Explored effects of the September 11 terrorist attacks on moral foundations language use in over twenty-thousand newspaper articles. Results suggest marked, post-9/11 increases in harm- and ingroup-related language use, and a decrease in use of fairness-related language.  
*Damien L. Crone, The University of Melbourne*  
*Simon Laham, The University of Melbourne*
- P05:38**      **Moral communication: content across moral domains**  
In this study, justifications of moral violations were analyzed for emotion-based and reason-based appeals in order to observe the content of communication in the moral domain. Responses significantly differed across the five domain-specific vignettes.  
*Melissa A. Wheeler, The University of Melbourne*  
*Simon Laham, University of Melbourne*
- P05:39**      **When skeletons leave the closet: Inspiration by imperfect moral exemplars**  
We examined how people are affected by failures of their moral heroes. Whereas learning about a past failure reduced inspiration, participants were more inspired by the moral exemplar if he acknowledged his wrongdoing and grew from it.  
*Atilla Cidam, University of Connecticut*  
*Colin W. Leach, University of Connecticut*
- P05:40**      **Is vice more interesting and fluent than virtue?**  
Two experiments examined reactions to learning about others' virtue versus vice. Although vice scenarios were rated as more interesting and more vivid than virtue scenarios, participants expressed greater interest in learning more about good deeds than transgressions.  
*Laura F. Kimberley, University of Birmingham*  
*Nina L. Powell, National University of Singapore - Kimberly A. Quinn, DePaul University*
- P05:41**      **In a very different light: How trust and distrust mindsets affect moral hypocrisy**  
Distrusting others fosters moral hypocrisy: Individuals in a distrust mindset, in contrast to individuals in a trust mindset, deem others' transgressions less acceptable than their own transgressions.  
*Alexa Weiss, University of Cologne*  
*Pascal Burgmer, University of Cologne - Thomas Mussweiler, University of Cologne*
- P05:42**      **Moral responsibility for discrimination based on implicit bias**  
Participants judged a discriminator to be more morally culpable for his behavior when he was aware of his implicit attitudes than when he was not aware, regardless of whether he could foresee the potential outcome of his implicit attitudes.  
*Liz Redford, University of Florida*
- P05:43**      **Denial of the outgroup's morality helps reestablish pride in the ingroup**  
Assuming that morality is a major source of positive evaluation of one's ingroup we predicted that, when ingroup status is threatened, denial of the outgroup's morality would be the most effective method of reestablishing positive feelings about the ingroup.  
*Wiktor Soral, University of Warsaw*  
*Mirosław Kofta, University of Warsaw*





# Poster Session 5

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- P05:44**      **Reward-driven modulation of adaptive control: How prospective monetary gains interact with unpredictable control demands**  
Shifting attention is an effortful control process and incurs a cost on the cognitive system. In two experiments we found that potential motivation of monetary rewards only translates into motivational intensity at the moment that shifting is actually required.  
*Hans Marien, Utrecht University*  
*Henk Aarts, Utrecht University - Ruud Custers, University College London*
- P05:45**      **The effect of means valence on goal evaluation**  
Participants repeatedly won rewards by choosing to listen to a sound. Winning the reward was evaluated more positively when the sound was unpleasant than pleasant. This supports effort justification predictions over those of goal systems theory and evaluative conditioning research.  
*Tal Moran, Ben-Gurion University of the Negev*  
*Afrat Amzaleg David, Ben-Gurion University of the Negev - Yoav Bar-Anan, Ben-Gurion University of the Negev*
- P05:46**      **Constraints that help or hinder creative performance: A motivational approach**  
Avoidance motivation evokes systematic thinking that makes creativity difficult. Therefore, constraints that occupy cognitive resources (e.g., time pressure), tend to undermine creativity under avoidance motivation, but constraints that help to efficiently focus resources (e.g., task structure) could stimulate creativity.  
*Marieke Roskes, Ben Gurion University of the Negev*
- P05:47**      **A process focus reduces negative effects of dieting success on subsequent weight loss**  
Although people might feel generally that goal progress licenses subsequent goal-inconsistent behavior, identifying successful goal-pursuit on the process level of a goal ("having changed one's eating behavior" vs. "having improved one's appearance") counteracts the subsequent loss of dieting motivation.  
*Marie Hennecke, University of Zurich*  
*Alexandra M. Freund, University of Zurich*
- P05:48**      **If you are unique you like risk: the link between uniqueness seeking and risk taking**  
Several studies show that uniqueness motives prompt distinctive behaviors. Given the selective nature of risky situations which imply potentially dangerous consequences, could risk-taking provide a way to distinguish? Our results suggest that distinctiveness motive plays a role in risk-taking behaviors.  
*Marcello Cantarella, University of Geneva*  
*Olivier Desrichard, University of Geneva*
- P05:49**      **Mental contrasting as a strategy to find meaningful endings**  
In two studies we showed that by leading people to pursue feasible wishes and let go from unfeasible wishes, mental contrasting (Oettingen, 2012) can be an effective self-regulatory strategy to cope with upcoming endings.  
*Bettina Schwörer, University of Hamburg*  
*Gabriele Oettingen, New York University, University of Hamburg*



# Poster Session 5

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- P05:50**      **The impact of goals and regulatory focus on the confirmation bias in group decision making**  
Four experiments demonstrate that pursuing an individual goal in prevention focus during group decision making leads to a stronger confirmation bias and lower decision quality than pursuing an individual goal in a promotion focus or pursuing a group goal.  
**Kai Sassenberg, Knowledge Media Research Center**  
*Florian Landkammer, Knowledge Media Research Center - Johann Jacoby, Knowledge Media Research Center*
- P05:51**      **Achievement goals and Big Five personality traits in liberal arts college students**  
We investigated differences in achievement goals/personality for students at a small, private liberal arts college compared to students at a medium-sized, public university. First year liberal arts students had lower performance approach and avoidance goals than public university students.  
**Katherine S. Corker, Kenyon College**  
*Robert A. Ackerman, University of Texas at Dallas - Courtney Brecheen, University of Texas at Dallas*
- P05:52**      **Choice of desires over goals without regret requires congruency of intention and actual choice.**  
Through an Internet survey, we investigated what people consider to be failure of self-control, and revealed that people feel more regret when their intentions and choice are incongruent. We discuss how these regrets can influence subsequent choices.  
**Takayuki Goto, Kyoto University**  
*Takashi Kusumi, Kyoto University*
- P05:53**      **Quality of life in the city and the role of affective appraisal**  
In two studies positive appraisal of the city was a significant predictor of subjective quality of life. This relation was qualified by interaction effect: positive evaluation was strongly related to well-being in high (vs. low) arousal conditions.  
**Michal Jaskiewicz, University of Gdansk**  
*Tomasz Besta, University of Gdansk*
- P05:54**      **The recuperative pull of play: The motivational appeal of stress relieving videogames**  
This talk focuses on the motivational appeal of videogames in terms of their stress relieving and restorative potential. Results from lab-based, experience sampling, and cross-sectional studies will be discussed.  
**Andrew Przybylski, University of Oxford**
- P05:55**      **Are temptations 'bad' or 'good'?**  
Evidence on the effect of exposure to temptations on subsequent self-regulation is mixed: studies show that self-regulation can either be hampered or enhanced after exposure to temptation. This presentation aims to bring together these diverging lines of research.  
**Floor Kroese, Utrecht University**  
*Catharine Evers, Utrecht University - Denise de Ridder, Utrecht University*
- P05:56**      **All is good what shines: Narcissism and consumer choices**  
Narcissists demonstrate a stronger preference for symbolic (flashy and good looking) products than utilitarian (economical and practical) ones. This relationship is mediated by materialism and self-esteem, and by readiness to look for additional information about available products.  
**Sylvia Cisek, University of Southampton**  
*Constanine Sedikides, University of Southampton - Claire Hart, University of Southampton*



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- P05:57**      **The impact of regulatory focus and initial opinions on decision making**  
Two studies investigated the impact of initial decisions on decision quality as a function of regulatory focus. They showed that, in a prevention focus, initial decisions reduce the interest in additional information and the performance on analytical tasks.  
*Lara Dittrich, Knowledge Media Research Center, Tübingen*  
*Florian Landkammer, Knowledge Media Research Center, Tübingen - Kai Sassenberg, Knowledge Media Research Center, Tübingen - Johann Jacoby, Knowledge Media Research Center, Tübingen*
- P05:58**      **Irrational decisions to complete a boring task**  
Will people working on a boring task for an economic reward choose to continue the task when offered the full reward for quitting? Data from an online intertemporal choice paradigm reveal motivational forces that are independent of the initial reward.  
*Torleif Halkjelsvik, Norwegian Institute for Alcohol and Drug Research*  
*Jostein Rise, Norwegian Institute for Alcohol and Drug Research*
- P05:59**      **Positive fantasies and the mental attainment of future events**  
Compared with participants that questioned the desirability of winning a raffle, participants that idealized the desirability of winning a raffle were less likely to follow through and enter the raffle five days later.  
*John Sciarappo, New York University*  
*Gabriele Oettingen, New York University & Universität Hamburg - Peter Gollwitzer, New York University & Universität Konstanz*
- P05:60**      **Motivational and cognitive predictors of multitasking performance**  
In two studies we tested whether need for closure (NFC), polychronicity and perceived multitasking ability (PMA) are predictors of multitasking performance (MTP) when controlled for working memory. We found an indirect effect of NFC on MTP through polychronicity and PMA.  
*Ewa Szumowska, Jagiellonian University, Krakow*  
*Małgorzata Kossowska, Jagiellonian University, Krakow*
- P05:61**      **How (il)legitimate power affects motivation and hierarchy acceptance among the powerful and the powerless**  
This research shows that effects of power are moderated by perceptions of (il) legitimacy. Results showed that illegitimate (vs. legitimate) power structures promote the perception of alternative social systems, eliciting different motivations and behavioural tendencies among the powerful and the powerless.  
*Marco Rego, University of Exeter, United Kingdom*  
*Manuela Barreto, University of Exeter - Ana Guinote, University College of London*
- P05:62**      **When people motivated to use stereotypes refrain from stereotypical thinking: The case of self-image threat**  
These studies point out an ironic effect associated with NFC, namely that high NFC decreases stereotyping, whereas low NFC increases stereotyping, when individuals face a self-image threat and renounce their default ways of processing information.  
*Małgorzata Kossowska, Jagiellonian University*  
*Marcin Bukowski, Jagiellonian University - Ana Guinote, University College London - Piotr Dragon, Jagiellonian University*



# Poster Session 5

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- P05:63**      **Neuronal evidence of psychological conflict in choices between motivationally congruent values.**  
We used fMRI to identify the neuronal substrates of motivational relations among social values. Our results reveal increased activity in the supplementary motor area when people choose between motivationally congruent values.  
**Emilia Leszkowicz, Cardiff University - University of Gdańsk**  
*David Linden, Institute of Psychological Medicine and Clinical Neurosciences, School of Medicine, Cardiff University, School of Psychology, Cardiff University, Cardiff - Gregory R. Maio, School of Psychology, Cardiff University, Cardiff - Niklas Ihssen, School of Psychology, Cardiff University, Cardiff*
- P05:64**      **It's hard to part with gains, but what about losses? Negotiating positive and negative commons**  
Two studies were conducted to elaborate on the effects of different structural features (distribution vs. contribution) as well as different resource valences (benefits vs. burdens) on negotiation outcomes and parties' perceptions and behaviors.  
**Benjamin Höhne, Leuphana University Lüneburg**  
*Roman Trötschel, Leuphana University Lüneburg*
- P05:65**      **How followers enable hostile leadership: The role of follower deviance, leaders' self-uncertainty and interpersonal justice.**  
The majority of research on hostile leader behavior has focused on consequences of such behavior for followers. The present research explores the influence of followers' leader-directed deviance, leaders' self-uncertainty and experienced interpersonal justice in the emergence of hostile leader behavior.  
**Jeroen Camps, University of Leuven**  
*Jeroen Stouten, University of Leuven - Martin Euwema, University of Leuven*
- P05:66**      **Perceived supervisor affirmation and its effects on interpersonal and personal well-being at work**  
This study examines how perceived supervisor affirmation affects the quality of the supervisor/team-member relationship and team-member job satisfaction. As predicted, perceived supervisor affirmation correlates positively with both outcomes even after controlling for duration of supervision, job tenure, age and gender.  
**Mubeena Nowrunga, Goldsmiths, University of London**  
*Madoka Kumashiro, Goldsmiths, University of London - Nigel Guenole, Goldsmiths, University of London*
- P05:67**      **Developing Leaders in Identity Diverse Environments: Assessing the Efficacy of two Novel Leadership Development Tools**  
This paper presents original research examining the efficacy of a training intervention using two leadership tools informed by the social identity approach. Results highlight the importance of experiential learning in the transfer from leadership training to practice.  
**Miriam Yates, The University of Queensland**  
*Niklas K. Steffens, University of Queensland - Kim O. Peters, University of Queensland - S. Alexander Haslam, University of Queensland*



# Poster Session 5

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- P05:68**      **Introducing leader-leader exchange: How dual leaders' exchange relationship influences follower outcomes.**  
We theoretically expand leader-member exchange theory to situations of dual leadership by introducing leader-leader exchange (LLX). Using cross-sectional data, we found that positive relations between LLX and follower outcomes are mediated by role ambiguity and role conflict.  
*Ben Sahlmüller, Kühne Logistics University*  
*Niels Van Quaquebeke, Kühne Logistics University - Daan van Knippenberg, Rotterdam School of Management - Steffen Giessner, Rotterdam School of Management*
- P05:69**      **An optimal distinctiveness perspective on group effectiveness: The role of transformational leadership and group diversity**  
In the present empirical research, we draw on an Optimal Distinctiveness framework (Brewer, 1991) to study the impact of group-focused and individual-focused transformational leadership on the effectiveness of groups, and the role of group diversity in this respect.  
*Claudia Buengeler, University of Amsterdam*  
*Ronald F. Piccolo, Rollins College, Crummer Graduate School of Business - Sven C. Voelpel, Jacobs University Bremen, School of Humanities and Social Sciences*
- P05:70**      **Collective organizational efficacy and team work engagement**  
Team work engagement is positively related to collective organizational efficacy. Effective organizations have employees engaged in their work. Team work engagement and collective organizational efficacy together have a predictive power on situational-related efficacy, in other words on organizational performance.  
*Evgeniya Kravchenko, University of Bologna*  
*Salvatore Zappalà, University of Bologna*
- P05:71**      **Being the ideal follower improves the relationship between leader and follower**  
Implicit followership theories (IFTs) depict leaders' conceptions about how ideal followers should look like and act. We show that a match between IFTs and actual follower characteristics is associated with a positive relationship between leader and follower.  
*Sebastian Stegmann, Goethe University, Frankfurt*  
*Stephan Braun, Goethe University, Frankfurt, Germany - Nina M. Junker, Goethe University, Frankfurt, Germany - Rolf van Dick, Goethe University, Frankfurt, Germany -*
- P05:72**      **The art and science of implicit followership theories**  
We investigated the application of Implicit Followership Theories (IFTs) as art by inconspicuously triggering IFTs using word-art posters. IFTs can be triggered via aesthetic forms and can shape action tendencies. Findings contribute to the emerging IFTs and organizational aesthetics fields.  
*Thomas Sy, University of California, Riverside*
- P05:73**      **Age and gender biases in implicit followership theories**  
Is there a bias regarding age and/or gender, when we picture an ideal follower? We tested this in an IAT-study with Implicit Follower Theory (IFT)-items. Results showed, that younger people and women are stronger associated with an ideal follower.  
*Stephan Braun, Goethe University, Frankfurt*  
*Sebastian Stegmann, Goethe University, Frankfurt - Nina Junker, Goethe University, Frankfurt - Rolf van Dick, Goethe University, Frankfurt*



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- P05:74**      **The dynamic of implicit theories in the leadership process**  
Implicit followership theories (IFTs) and implicit leadership theories (ILTs) have not yet been linked empirically. With the current study, we examined the congruence and incongruence of IFTs with ILTs and aimed at showing their impact on team and individual outcomes.  
*Nicole Bode, University of Erfurt*  
*Tilman Betsch, University of Erfurt*
- P05:75**      **Leader cognitions and positive leadership: Exploring the role of leaders' implicit followership theories**  
In the context of Positive Organizational Scholarship, the question of how leaders can contribute to optimal follower functioning arises. In the current study, we investigate the role of Implicit Followership Theories (IFTs) in shaping positive leadership.  
*Marlies Veestraeten, KU Leuven*  
*Hannes Leroy, Cornell University, KU Leuven - Luc Sels, KU Leuven*
- P05:76**      **Employees who go the extra mile: the impact of organizational identity and self-determination.**  
Individual differences in motivation may be impacted by individuals' level of self-determination. But OCB is also impacted by organizational identity. The current research investigated whether organizational identity plays a role in improving motivation for those who experience low self-determination.  
*Lynsey Mahmood, University of Kent*  
*Georgina Randsley de Moura, University of Kent - Tim Hopthrow, University of Kent*
- P05:77**      **Development and validation of new identity leadership scales: Assessing motivation and knowledge**  
In an effort to address the lack of established measurement of social identity leadership constructs, this paper develops and partially validates two novel leadership scales known as M-CARE ('motivation to CARE') and K-CARE ('know how to CARE').  
*Jordan Reutas, University of Queensland*  
*Professor Alexander Haslam, University of Queensland - Dr. Niklas Steffens, University of Queensland - Dr. Kim Peters, University of Queensland - Miriam Yates, University of Queensland*
- P05:78**      **Exceptions to the leader prototypicality advantage: Impact of uncertainty and need for cognition**  
Social identity theory of leadership research confirms followers prefer group prototypical over non-prototypical leaders. While prototypical leaders do have an advantage, we empirically show that this advantage is weakened when followers are self-uncertain and have a high need for cognition.  
*Jessica J. Tomory, Claremont Graduate University*  
*David E. Rast, III, University of Sheffield - Michael A. Hogg, Claremont Graduate University*
- P05:79**      **How do leader moral behavior influence interpersonal conflict: The mediating role of resolution efficacy**  
Drawing on social learning theory, we predicted that leader moral behavior will negatively influence relationship, task, and process conflict through the mediation of resolution efficacy. Results from 165 employee-supervisor dyads in Belgium showed support for our hypothesized model.  
*Mayowa Babalola, KU Leuven*  
*Jeroen Stouten, University of Leuven - Martin Euwema, University of Leuven*





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- P05:80**      **Person perception facilitates the reactive advantage: Seeing decision-making in action.**  
 Why is making the first move in a boxing match hazardous when facing an opponent who reacts in self-defense? This study shows that humans are implicitly sensitive to an opponent's decision-making process as expressed in their body language.  
*Ana Pesquita, University Of British Columbia*  
*Craig Chapman, University of Alberta - James T. Enns, University of British Columbia*
- P05:81**      **On the role of stimulus strength in evaluative conditioning**  
 Dual-process theories of attitude learning hold evaluative conditioning (EC) to be independent of conscious awareness. We investigated this hypothesis using subliminal presentation of CSs. Although participants were able to reliably discriminate between the CSs, an EC effect was not obtained.  
*Christoph Stahl, University of Cologne*  
*Julia Haaf*
- P05:82**      **The echo effect: The power of verbal mimicry to influence pro-social behavior**  
 The chameleon effect has demonstrated that benefits can be evoked through nonverbal imitation. Herein we introduce the echo effect, a phenomenon of verbal mimicry: while repetition of words is important, the order in which they are repeated back is not.  
*Wojciech Kulesza, University of Social Sciences and Humanities*  
*Dariusz Dolinski - Avia Huisman*
- P05:83**      **Perceptions of pleasant and unpleasant music**  
 The purpose of this study was to examine the role of pleasantness and level(db) parameters along with mood and musical activation. The results indicated that underlying emotions in the pleasant and unpleasant music is more complex than expected.  
*Mert Ögüt, Abant Izzet Baysal University*  
*Hamit Coskun, Abant Izzet Baysal University*
- P05:84**      **The influence of devil's advocacy and idea exemplars on the idea generation performance**  
 This experiment investigated the effects of devil's advocacy and idea exemplars on the brainstorming performance. The groups with the two devil advocacy members were found to generate more ideas than those having the one member and no such member.  
*Gamze Uykucu Armutcuoglu, Abant Izzet Baysal University*  
*Hamit Coskun, Professor of Psychology at the Abant Izzet Baysal University in Bolu, Turkey*
- P05:85**      **Seeing ghosts: Body dissatisfaction predicts overestimation of negative social feedback**  
 Is the way that women perceive social feedback influenced by how they feel about their body? This empirical talk details a study in which we found that body dissatisfaction predicted overestimation of negative social feedback (representing a covariation bias).  
*Jessica Alleva, Maastricht University*  
*Wolf-Gero Lange, Radboud University - Anita Jansen, Maastricht University - Carolien Martijn, Maastricht University*





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- P05:86**      **Impact of observed gaze-direction on egalitarianism: Do eyes tell you what to do?**  
We investigated whether others' attention to objects associated with egalitarianism strengthen observer's egalitarianism. Results showed that others' gaze-direction toward egalitarian-related words enhanced the observer's explicit egalitarianism and discouraged the observer's implicit egalitarianism.  
*Tokika Kurita, Nagoya University*  
*Shota Uono, Kyoto University*
- P05:87**      **Self-other overlap in behavioural synchrony**  
We explored whether interpersonal synchrony increases self-other overlap, by increasing one's attention to and understanding of the other person's mental state. Compared to baseline, behavioural synchrony led to greater self-other confusion errors in a subsequent source memory task.  
*Juliane Honisch, The University of Birmingham*  
*Kimberly A. Quinn, University of Birmingham and DePaul University - John T. Cacioppo, University of Chicago*
- P05:88**      **General perception of Down Syndrome and relations with infra/dehumanization**  
Stereotypes, attitudes, affects and intergroup trust/anxiety of Down syndrome are evaluated. This perception is correlated with the attribution of humanity.  
*Eva Ariño Mateo, University of La Laguna*  
*Armando Rodríguez-Pérez, University of La Laguna - Gerd Bohner, University of Bielefeld - Naira Rodríguez-Pérez, University of La Laguna*
- P05:89**      **Power encourages individuals to rate target attractiveness on the basis of false physiological arousal**  
When led to believe we are experiencing physiological arousal (e.g., blushing), we mislabel emotions (e.g., attraction). In two studies, empowered participants rated individuals as more attractive than they actually were when they falsely thought they had physiologically reacted to them.  
*Stéphane Jouffre, University of Poitiers (CeRCA, UMR CNRS 7295)*
- P05:90**      **The impact of civic knowledge and classroom climate on expected political participation**  
This paper aims to analyze the impact that schools factors (civic knowledge and classroom climate) can have in mitigating the effect of parents' status on students' political participation. Both, civic knowledge and classroom climate, show a positive influence on participation  
*Juan Castillo, Pontificia Universidad Católica de Chile*  
*Daniel Miranda, School of Psychology, Pontificia Universidad Católica de Chile - Macarena Bonhomme, Research Center MIDE-UC, Pontificia Universidad Católica de Chile - Cristian Cox, Faculty of Education, Pontificia Universidad Católica de Chile - Martin Bascopé, Faculty of Education, Pontificia Universidad Católica de Chile*
- P05:91**      **Potential inequality at personal expense: Differences in attitudes toward tuition policy across academic majors**  
Using social dominance theory as a framework, the current study showed that students with hierarchy-enhancing academic majors were more likely to support a policy to increase tuition fees at universities than were students with other academic majors.  
*Anne-Marie van Prooijen, Université libre de Bruxelles*



# Poster Session 5

Friday July 11

13:00 - 14:00 - Atrium

- P05:92**      **The impact of ingroup status on self-perception and intergroup behavior**  
 This research shows that members of low-status groups (vs high-status groups), define the self according to the characteristics of the ingroup rather than to their own idiosyncrasies, and favor more strongly the ingroup over the outgroup.  
*Vincenzo Iacoviello, University of Geneva*  
*Fabio Lorenzi-Cioldi, University of Geneva*
- P05:93**      **Act on time: Power facilitates timeliness.**  
 Across two experiments we found that the experience of high power facilitates individuals' ability to adapt the speed of decision-making to situational demands (i.e., timeliness). In a field study we found that high subjective sense of power explains this effect.  
*Laura M. Giurge, Erasmus University Rotterdam*  
*Marius van Dijke, Erasmus University Rotterdam - Xue Zheng, Erasmus University Rotterdam*  
*- David De Cremer, China Europe International Business School*
- P05:94**      **How does an elitist habitus improve candidates' chances to be appointed to leadership positions?**  
 Empirical results suggest that within leadership appointment decisions upper-class candidates benefit in two ways from their (high likelihood of) possessing an elitist habitus: by signalling their descent, implying a shared group membership with decision makers, and by signalling competence.  
*Hilmar Grabow, Kiel University*
- P05:95**      **When saying sorry may not help: transgressor power moderates the effectiveness of an apology**  
 We propose that transgressor power may constrain the effectiveness of an apology because high power people are perceived as exploitive. Three studies show that apologizing is only effective for low-power transgressors. Perceived transgressor trustworthiness mediates this effect.  
*Xue Michelle Zheng, Erasmus University*  
*Marius van Dijke, Erasmus University - Joost M. Leunissen, Erasmus University - Laura M. Giurge, Erasmus University - David De Cremer, China Europe International Business School*
- P05:96**      **The temporal effect of spending on happiness: Unraveling the mind-sets activated by time and money**  
 Across three studies, we hypothesized and found support for the idea that higher happiness is derived when anticipating spending time rather than money, whereas recalling spending money induces more happiness than recalling spending time.  
*Eliza Bivolaru, INSEAD*  
*Warren Tierney, University of Limerick (equal authorship between the two authors)*
- P05:97**      **More than compassion: The moderating role of empathized emotion on different outcomes of affective empathy**  
 Three experiments, varying emotional reactions of targets in need and measuring subsequent helping behavior or prejudice, document boundary conditions of the empathy-altruism link: Empathizing with sad targets increased helping behavior. Meanwhile, empathizing with angry or disgusted targets fostered prejudice.  
*Claudia Sassenrath, University of Ulm*  
*Johannes Keller, Department of Social Psychology, University of Ulm*



# Poster Session 5

Friday July 11

13:00 - 14:00 - Atrium

- P05:98**      **When compassion leads to hostility**  
The present research addressed the notion that prosocial construct of compassion can lead to antisocial tendencies, namely hostility given that compassion and hostility both entail elements reflecting vigilant, prevention-focused self-regulation.  
*Stefan Pfattheicher, University of Ulm*  
*Johannes Keller, Department of Social Psychology, University of Ulm*
- P05:99**      **I'll be watching you: Does looking another person in the eyes reduce generosity?**  
This research investigated the effect of looking another person in the eyes on prosocial behavior. Across two studies, we find a negative relationship between eye-contact and generosity, which is moderated by the moral emotion, empathy (stronger for highly-empathic individuals).  
*Francesca Federico, University of Rome Sapienza*  
*Mauro Giacomantonio, University of Rome Sapienza*
- P05:100**      **Clicktivism or slactivism? Impression management and moral licensing**  
On social media and in online activism programs, individuals can signal their moral concern to others at virtually no cost. We suggest that such "clicktivism" can undermine one's more substantial prosocial behavior, and search for moderators of the effect.  
*Gert Cornelissen, University Pompeu Fabra*
- P05:101**      **From me to you: The role of empathy and reputation in children's intergroup helping**  
Two vignette experiments examined 8- to 13-year-old children's intergroup helping intentions. This work shows that children prioritize reputation when helping a recipient in low need, but that empathy outweighs children's reputational considerations when the need is high.  
*Jellie Sierksma, Utrecht University*  
*Jochem Thijs, Utrecht University - Maykel Verkuyten, Utrecht University*
- P05:102**      **The effect of tactile roughness and smoothness on third-party punishment and aggression**  
Participants who experienced tactile roughness engaged in significantly less third-party punishment than participants who experienced smoothness. In showing that experiencing tactile roughness leads to individualistic behaviour, these results help to clarify those of Ackerman, Nocera, & Bargh's (2010).  
*Jodie Chapman, Australian Catholic University*  
*Xochitl de la Piedad Garcia, Australian Catholic University - Leah Kaufmann, Australian Catholic University*
- P05:103**      **Religious ritual elicits cooperation by others**  
Religion has been proposed as a mechanism to elicit cooperation between non-kin: religious people have been shown to act more pro-social. Two studies (US participants) provide first experimental evidence that performing religious ritual also successfully elicits cooperation by others.  
*Hammad Sheikh, New School for Social Research*  
*Nick Gruy, New School for Social Research*



# Poster Session 5

Friday July 11

13:00 - 14:00 - Atrium

P05:104

## Effects of the alignment of implicit and explicit prosocial motivation on spontaneous and planned helping

We propose that spontaneous helping is based on implicit, and planned helping based on explicit prosocial motivation. Findings from three studies confirm our argument highlighting that implicit prosocial motivation provides an overlooked avenue for a more systematic investigation of helping.

**Arzu Aydinli, Tilburg University**

*Michael Bender, Tilburg University - Athanasios Chasiotis, Tilburg University - Zeynep*

*Cemalcilar, Koc University - Fons van de Vijver, Tilburg University*

P05:105

## A comparison in charitable behavior between high and low socioeconomic groups in Chile

Results show that intergroup contact can influence charitable behavior. Specifically, intergroup contact has an effect not only on the rich's willingness to increase donation but this was also the case for the poor. New perspectives on intergroup influences are discussed.

**Viviana Sagredo, Friedrich-Schiller-University Jena**

*Roberto Gonzalez, Catholic University of Chile - Thomas Kessler, Friedrich-Schiller - University Jena*

P05:106

## Early collaborative sharing is intrinsically motivated and undermined by external rewards

Collaborative sharing occurs early in development. Here we show that receiving an external reward undermines 3-year-olds' further sharing behavior, whereas social praise or a lack of reinforcement lead to an unchanged high willingness to equalize disadvantageous resource distributions.

**Julia Ulber, Max Planck Institute for Evolutionary Anthropology**

*Katharina Hamann, Max Planck Institute for Evolutionary Anthropology - Michael*

*Tomasello, Max Planck Institute for Evolutionary Anthropology*

P05:107

## Independent versus interdependent self-construal affects social projection and self-stereotyping

Pre-conditions of social projection and self-stereotyping were examined experimentally. Results indicate that social projection occurred to a larger degree for primed independent (compared to interdependent) self-construal. Self-stereotyping, instead, occurred to a greater extent for primed interdependent (compared to independent) self-construal.

**Florian Thurner, University of Mannheim**

*Maya Machunsky, University of Mannheim*

P05:108

## Friendship development and content consumption in Facebook: an empirical talk on sharing, certainty and liking

This work explores the process of friendship development within and beyond social network sites. Results of a mixed methods, two-phase design indicate the importance of some Facebook features and offline interaction to accelerate uncertainty reduction and liking of others.

**David Houghton, University of Birmingham**

*Ben Marder, University of Edinburgh - Adam Joinson, University of the West of England*

## Round table discussion

The Future of Social Psychology: Societal and structural concerns

**Convenor: Steve Reicher, University of St. Andrews**

*Panel Members: Rupert Brown University of Sussex - Xenia Chrysoschoou Panteion University, Athens - Naomi Ellemers University of Leiden*

13:30 - 14:20 - Aula

# Scientific Programme

Saturday July 12

09:00 - 10:40

- ✕ S81 **First offers in negotiations: Who starts, how, when, and which party benefits.**  
First offers play a decisive role for negotiation success. Our symposium features five research projects that investigate who starts, how they frame their proposals, when they start, how moving first backfires, and why women walk away from too extreme offers.  
**David Loschelder, Saarland University**  
*Adam D. Galinsky, Columbia Business School*
- S81:01 **Who goes first? The impact of structurally determining the negotiation initiator**  
We report three experiments revealing that the level of ambiguity regarding the negotiator who should make the first offer, impacts negotiation process and outcomes. Compared to initiators who were pre-defined, spontaneous initiators felt less powerful and achieved more integrative agreements.  
**Simone Moran, Ben Gurion University**  
*Shaul Shalvi, Ben Gurion University - Ilana Ritov, Hebrew University*  
09:00 - Aula
- S81:02 **First offers vs. requests: How framing impacts the robustness of the anchoring effect**  
While evidence for an anchoring advantage of first offers abounds, research on opening requests is lacking. We assume that procedural-framing moderates the anchoring effect of first proposals—first requests (vs. offers) lead to distinct effects for both senders and recipients.  
**Johann Majer, Leuphana University**  
*Roman Troetschel, Leuphana University - David D. Loschelder, Saarland University*  
09:20 - Aula
- S81:03 **Timing of first offers, time pressure, and creativity in negotiation**  
The current research explored how the timing of first offers affects the creativity of agreements. We hypothesized that making the first offer later rather than earlier would facilitate the discovery of creative agreements that better meet the parties' interests.  
**Dimitri Vasiljevic, NEOMA Business School**  
*Marwan Sinaceur, Insead - William Maddux, Insead - Adam D. Galinsky, Columbia University*  
09:40 - Aula
- S81:04 **When first offers backfire: The role of revealing (too much) information**  
A plethora of research has shown that first offers function as anchors and allow the sender to claim larger shares of the pie. In four experiments we show the reversed effect and examine when and how first offers can backfire.  
**David Loschelder, Saarland University**  
*Roderick I. Swaab, Insead - Roman Troetschel, Leuphana University - Adam D. Galinsky, Columbia Business School*  
10:00 - Aula

# Scientific Programme

Saturday July 12

09:00 - 10:40



S82

## Maintaining and changing social hierarchies: Cognitive, affective and motivational perspectives

Despite egalitarian norms, social hierarchies exist cross-culturally - combining divergent approaches, this symposium examines the psychological processes that reinforce hierarchies as well as those that promote structural revision, specifically considering the roles of cognitions, attitudes (explicit and implicit), motivation, and well-being.

**Suzanne Horwitz, Yale University**

*Seval Gündemir, VU University Amsterdam/University of Amsterdam*

S82:01

### Implicit and explicit attitudes toward the wealthy

People explicitly favor the middle class over the wealthy (self-report) but implicitly prefer the wealthy (IAT). In two experiments, implicit preference for the rich versus middle class predicted more leniency on rich targets, and vice versa for the middle class.

**Suzanne Horwitz, Yale University**

*John Dovidio, Yale University*

09:00 - VOC zaal

S82:02

### Social class and deservingness at the group and individual levels of analysis

Despite popular "class-blind" rhetoric in the United States, targets' socioeconomic categories still influence social judgments. Past research emphasizes derogation of the poor - the current four studies show how socioeconomically-disadvantaged groups can sometimes be rated as especially deserving.

**Miguel Moya, University of Granada**

*Courtney Bearns Tablante, Princeton University - Susan T. Fiske, Princeton University*

09:20 - VOC zaal

S82:03

### What motivates Whites to change inequalities?

Social inequalities persist in the Western world. This research focuses on the conditions under which members of the White-majority group (are motivated to) act against social inequalities that actually advantage their ingroup.

**Seval Gündemir, VU University Amsterdam & University of Amsterdam**

*John F. Dovidio, Yale University - Astrid C. Homan, University of Amsterdam*

09:40 - VOC zaal

S82:04

### Taking solace in nature: Essentialist explanations for inequality among members of disadvantaged groups

When people are motivated to justify the system and status is salient, low (vs. high) status group members are more likely to attribute inequality to "natural" causes - these explanations buffer people's subjective wellbeing in the face of low personal control.

**Jaime Napier, Yale University**

10:00 - VOC zaal

S82:05

### Discussant

**Jorge Vala, Institute of Social Sciences/University of Lisbon**

10:20 - VOC zaal



# Scientific Programme

Saturday July 12

09:00 - 10:40



S83

## Historical representations and their relevance for understanding intergroup relations

The main goal of this symposium is to bring together recent social psychological work that examines different ways in which perceptions of group history impact group processes and intergroup relations in the present.

**Anouk Smeekes, Utrecht University, ERCOMER**

*Borja Martinovic, Utrecht University, ERCOMER*

S83:01

### Conceiving the national group as an eternal entity and behavior in current intergroup conflicts

Conceiving the national group as Trans-Generational (TG) in which one's sense of loyalty lies with all past, present and future generations of the group predicted willingness to endure ingroup sacrifice and suffering for the sake of the eternal group.

**Yechiel Klar, Tel Aviv University**

*Dennis Kahn, Tel Aviv University - Sonia Roccas, The Open University*

09:00 - Doelenzaal

S83:02

### Introducing autochthony as a new determinant of prejudice: cross-sectional and experimental evidence

We examine whether autochthony, or belief in entitlements for first comers, predicts prejudice towards new comers, and whether this positive relationship is only found when ingroup (and not outgroup) is perceived as the primo-occupant of a country.

**Borja Martinovic, Utrecht University, ERCOMER**

*Maykel Verkuyten, Utrecht University, ERCOMER - Jolanda Jetten, University of Queensland*

09:20 - Doelenzaal

S83:03

### Longing for the country's good old days: National nostalgia increases opposition to Muslim immigrants

We examine whether national nostalgia (i.e., a sentimental longing for the national past) is related to stronger opposition to expressive rights for Muslim immigrants among native majority members, because it strengthens their endorsement of autochthony.

**Anouk Smeekes, Utrecht University, ERCOMER**

*Maykel Verkuyten, Utrecht University, ERCOMER - Borja Martinovic, Utrecht University, ERCOMER*

09:40 - Doelenzaal

S83:04

### Remembering WWII collaboration in Belgium and attitudes about amnesty in the two main linguistic communities

Survey (N = 521) showed that WWII is generally condemned in Belgium, but Dutch-speakers support Amnesty for WWII collaboration more than French-speakers. This effect is mediated by judgment of morality of collaboration, and this mediation is moderated by group identification.

**Laura De Guissmé, Université libre de Bruxelles**

*Laurent Licata, Université libre de Bruxelles - Aurélie Mercy, Université libre de Bruxelles*

10:00 - Doelenzaal



# Scientific Programme

Saturday July 12

09:00 - 10:40

- S83:05      **"It happened, therefore it can happen again": Reminders of ingroup wrongdoing can induce political tolerance**  
German participants reported more tolerant political attitudes after reading the quote "It happened, therefore it can happen again..." when it was attributed to a Jewish author and Holocaust survivor (vs. a Japanese writer and Fukushima survivor).  
*Jonas Rees, Bielefeld University*  
*Philipp Süssenbach, Philipps University Marburg*  
10:20 - Doelenzaal
- ✦ T41      **Intergroup morality**
- T41:01      **Expected to do good: examining moral expectations from managers belonging to minority groups**  
Across three studies we found that leaders belonging to disadvantaged groups are held to higher moral standards of leadership than leaders from advantaged groups. Underlying mechanism and consequences are presented.  
*Aviv Shany, The Hebrew University of Jerusalem*  
*Tamar Saguy, Interdisciplinary center (IDC), Herzliya, Israel - Saulo Fernandez, The National Distance Education University (UNED), Madrid, Spain*  
09:00 - Universiteits theater
- T41:02      **Intergroup morality: Threats to safety and group image predict behaviours toward outgroup and ingroup members**  
Three studies investigated the behavioral consequences of ingroup and outgroup morality. Results found that immoral targets elicited less positive behavioral intentions than moral ones. Group image threat and group safety threat drive the effects for ingroup and outgroup targets, respectively.  
*Marco Brambilla, University of Milano-Bicocca*  
*Simona Sacchi, University of Milano-Bicocca - Stefano Pagliaro, Seconda Università degli Studi di Napoli - Naomi Ellemers, University of Leiden*  
09:20 - Universiteits theater
- T41:03      **On the morality and competence of immigrants: Moral emotions as amplifiers of support for expulsion**  
Two studies investigated the impact of perceived morality and moral emotions on prejudice and willingness to expel immigrants. Results showed that low morality resulted in more prejudice and willingness to expel than high morality. Moral emotions mediated these effects.  
*Coen Wirtz, University of Amsterdam*  
*Joop van der Pligt, University of Amsterdam*  
09:40 - Universiteits theater

# Scientific Programme

Saturday July 12

09:00 - 10:40

- T41:04**      **The hurt justifies the means: Need for cognitive closure, group glorification, victimhood and moral license**  
Five studies in four countries examine a new model for the relationship between need for closure (NFC) and intergroup hostility, presenting group glorification and perceived victimhood as mediators. Research findings support the proposed serial mediation in different contexts and conflicts.  
**Noa Schori-Eyal, University of Maryland**  
*Michelle Dugas, University of Maryland - Noa Schori-Eyal, University of Maryland - Arie W. Kruglanski, University of Maryland - Michele Gelfand, University of Maryland - Yechiel Klar, Tel Aviv University - Sonia Roccas, The Open University of Israel - Andrew McNeill, Queen's University, Belfast - Katie Touchton-Leonard, Columbia University*  
10:00 - Universiteitstheater
- T41:05**      **Getting along or pushing for change: A relational models approach to intergroup relations**  
This theoretical talk presents a relational approach to intergroup relations building on social identity theory and relational models theory. Group members manage intergroup relations depending on often moral appraisal of relational interaction, dealing with cooperation, misunderstanding, conflict and competition.  
**Sven Waldzus, University Institute of Lisbon (ISCTE-IUL), CIS-IUL**  
*Alan Fiske, University of California Los Angeles*  
10:20 - Universiteitstheater
- ✕ S84**      **Sources of sameness, determinants of difference: The impact of culture, motivation, and ethics on identity.**  
How is identity shaped by culture, motivation, and ethics? We challenge the conventional wisdom on self-construal in different cultures - on how and why self-views are maintained over time - and on what makes group members identify with their leaders.  
**Aiden Gregg, University of Southampton**  
*Professor Constantine Sedikides, University of Southampton*
- S84:01**      **Deconstructing "independence vs. interdependence": A multidimensional approach to cultural models of selfhood**  
The popular contrast between "independent" and "interdependent" self-construals does not capture global diversity in cultural models of selfhood. Societies promote different ways of being independent and ways of being interdependent, depending on prevailing values, beliefs, economic development, and religious heritage.  
**Vivian Vignoles, University of Sussex**  
*Ellinor Owe, University of Sussex - Various members, Culture and Identity Research Network*  
09:00 - OMHP D0.09
- S84:02**      **How to change yet stay the same: Sources of self-continuity across cultures.**  
We investigated ways of constructing self-continuity—stability, narrative, links to past—across 63 cultural groups in 35 nations. Members of cultures with stronger immutability beliefs derived continuity more from stability and less through narrative.  
**Maja Becker, University of Toulouse**  
*Viv Vignoles, University of Sussex - Various Members, Culture and Identity Research Network*  
09:20 - OMHP D0.09

# Scientific Programme

Saturday July 12

09:00 - 10:40

- S84:03**      **Do people from different cultures seek to verify the content of their spontaneous self-concept?**  
Cross-culturally diverse participants spontaneously reported key self-views, then rated them for positivity/negativity, preferred truth, and preferred permanency. Supporting a self-enhancement but not a self-verification motive, participants vastly preferred that their positive self-views, not their negative ones, be true and permanent.  
**Aiden Gregg, University of Southampton**  
*Wing-Yee Cheung, University of Southampton - Constantine Sedikides, University of Southampton - Wendy de Waal-Andrews, Tilberg University - Wai Hong, University of Southampton - Shanmukh Kamble, Karnatak University - Jomon Joy, Karnatak University -*  
09:40 - OMHP D0.09
- S84:04**      **What motives underlie the preference for negative feedback? Testing self-verification theory versus raison oblige theory**  
People with negative self-views often choose negative feedback. Self-verification theory interprets this as implying a motive to confirm existing self-views. We found, however, that such people wanted negative feedback to be false, implying a motive to disconfirm their negative self-view.  
**Wing-Yee Cheung, University of Southampton**  
*Aiden P Gregg, University of Southampton - Constantine Sedikides, University of Southampton*  
10:00 - OMHP D0.09
- S84:05**      **The demotivating effects of moral leaders: The role of being seen as self-righteous**  
Ethical leaders can encourage prosocial behavior, but if they are too ethical, they can paradoxically discourage it. Group members are actually less likely to identify with and imitate highly ethical leaders, perhaps because they see them as self-righteous and reproachful.  
**Jeroen Stouten, University of Leuven**  
10:20 - OMHP D0.09
- ✕ S85**      **Influences on risk perception, assessment and behavior.**  
This symposium encompasses research on different factors influencing risk perception, assessment and behavior. These include the influence of causes of negative events (human vs. nature), a closer look at heuristics (i.e., affect and availability) and risk-taking measures, and construal level.  
**Bernhard Streicher, Ludwig Maximilian University, Munich**  
*Martina Raue, Ludwig Maximilian University, Munich*
- S85:01**      **Human hazards are perceived as more risky compared with natural hazards**  
Experiments show that the same negative outcome was more negatively evaluated when caused by humans than when caused by nature. The observed process is in line with the affect heuristic, and may result in biased decisions.  
**Michael Siegrist, ETH Zurich**  
*Bernadette Sütterlin, ETH Zurich*  
09:00 - OMHP D1.09

# Scientific Programme

Saturday July 12

09:00 - 10:40

- S85:02**      **The psychology of risk: Availability, affect, or both?**  
We compared the availability heuristic and the affect heuristic in their ability to account for laypeople's responses on various measures of risk perception. Overall, the availability heuristic performed best, though the impact of affect was enhanced in individual-specific risk judgments.  
**Thorsten Pachur, Max Planck Institute for Human Development, Berlin**  
*Ralph Hertwig, Max Planck Institute for Human Development, Berlin, Germany*  
09:20 - OMHP D1.09
- S85:03**      **Construal level theory as a risk research theory**  
Construal level (CL) theory is viewed as a risk research theory: Mind-set differences (abstract vs. concrete thinking) as well as psychological distance influenced risk assessment and behavior. High CL decreased risk estimates and increased risk propensity compared to low CL.  
**Bernhard Streicher, Ludwig Maximilian University, Munich**  
*Martina Raue, Ludwig Maximilian University, Munich - Eva Lerner, Ludwig Maximilian University, Munich - Rainer Sachs, Munich Re, Munich - Dieter Frey, Ludwig Maximilian University, Munich*  
09:40 - OMHP D1.09
- S85:04**      **What mediates construal level effects on risk-taking behavior?**  
Recent research has shown that construal level influences risk-taking behavior. However the mechanisms responsible for these effects are still not understood. In a series of studies potential mediators of construal level effects on risk-taking behavior were explored.  
**Eva Lerner, Ludwig Maximilian University, Munich**  
*Bernhard Streicher, Ludwig Maximilian University, Munich - Martina Raue, Ludwig Maximilian University, Munich - Rainer Sachs, Munich Re, Munich - Dieter Frey, Ludwig Maximilian University, Munich*  
10:00 - OMHP D1.09
- S85:05**      **The Basel-Berlin risk study: First results on experiential measures of risk taking**  
The Basel-Berlin Risk Study employs risk taking paradigms from different disciplines. With a large sample (N=1.500), we investigate whether there is a common psychological phenotype of risk taking across these paradigms, and whether one can identify the biological underpinnings thereof.  
**Renato Frey, Center for Adaptive Rationality, Max Planck Institute for Human Development, Berlin**  
*Tomás Lejarraga, Center for Adaptive Rationality, Max Planck Institute for Human Development, Berlin - Rui Mata, Center for Adaptive Rationality, Max Planck Institute for Human Development, Berlin - Thorsten Pachur, Center for Adaptive Rationality, Max Planck Institute for Human Development, Berlin - Ralph Hertwig, Center for Adaptive Rationality, Max Planck Institute for Human Development, Berlin - Andreas Pedroni, University of Basel - Oliver Schürmann, University of Basel - Jörg Rieskamp, University of Basel*  
10:20 - OMHP D1.09

# Scientific Programme

Saturday July 12

09:00 - 10:40



S86

## The negative side of positive emotions

There is limited research assessing the harmful effects that positive emotions may have on others. This symposium brings together interpersonal and intergroup research showing the negative side of positive emotions.

**Lee Shepherd, Northumbria University**

**Job van Der Schalk, Cardiff University**

S86:01

### Admiration for the powerful: "The corruption of our moral sentiments"

The study demonstrates that high power targets are judged more harshly than their less powerful counterparts. However, at the same time, high power targets elicit more admiration, which, in turn, is associated with less severe moral judgments.

**Joseph Sweetman, University of Exeter**

09:00 - OMHP D0.08

S86:02

### Taking pride in unfair decisions: The effect of anticipated emotions on fairness in social dilemmas

We demonstrate that observing expressions of negative emotions about fair decisions decreases anticipated pride about such decisions, while observing expressions of positive emotions about unfair decisions increases anticipated pride about such decisions. This subsequently undermines observers' own fairness behavior.

**Job van der Schalk, Cardiff University**

**Toon Kuppens, University of Groningen - Antony S.R. Manstead, Cardiff University**

09:20 - OMHP D0.08

S86:03

### The role of anticipated group-based pride in promoting collective action in favour of military action

Anticipated group-based pride positively predicted British people's willingness to protest in favour of a military intervention against an outgroup's alleged nuclear weapon's program. Anticipated group-based pride also positively predicted the closeness of the British Government to the British people.

**Lee Shepherd, Northumbria University**

**Russell Spears, University of Groningen - Antony S.R. Manstead, Cardiff University**

09:40 - OMHP D0.08

S86:04

### The negative side of compassion

In the literature, compassion is associated with prosocial intergroup behaviour. We show, however, that when group identity concerns become highly important, compassion can lead to a reduction in guilt and the willingness to compensate for harmful behaviour of the ingroup.

**Wim Meerholz, University of Groningen**

**Russell Spears, University of Groningen - Kai Epstude, University of Groningen**

10:00 - OMHP D0.08

S86:05

### Discussant

**Colin W Leach, University of Connecticut**

10:20 - OMHP D0.08

Saturday July 12

# Scientific Programme

Saturday July 12

09:00 - 10:40



S87

## Current research on ostracism and social exclusion

This symposium presents and discusses new perspectives on, and current directions in, ostracism and social exclusion research. Presentations focus on current Cyberball findings—the classic ostracism manipulation—and effects of social exclusion on the perception of others.

**Jennifer Eck, University of Mannheim**

*Paolo Riva, University of Milano-Bicocca*

S87:01

### Cyberball: A meta analysis of 13 years of ball tossing

We provide an overview of 13 years of research on Cyberball. We looked at 120 experiments that included over 11.868 participants testing how first and last dependent variables of Cyberball are impacted by cross-cutting variables.

**Ilja van Beest, Tilburg University**

*Chris Hartgerink, Tilburg University - Jelte Wichters, Tilburg University - Kipling D. Williams, Purdue University*

09:00 - OMHP F0.01

S87:02

### Let's play ball! A field experiment on experiencing and witnessing ostracism in childhood

Using Cyberball, this experimental study demonstrated that experiencing, but not witnessing, ostracism strongly negatively affected children's moods and needs fulfillment. Effects were stronger when more excluders were involved. The results generalize the need-threat model to children.

**Marieke H. F. Deutz, Utrecht University**

*Tirza H. J. van Noorden, Radboud University Nijmegen - Antonius H. N. Cillessen, Radboud University Nijmegen - Johan C. Karremans, Radboud University Nijmegen*

09:20 - OMHP F0.01

S87:03

### Being spatially above the perpetrators reduces negative reactions to ostracism

We investigated whether participants' spatial position in Cyberball has an influence on their reactions to being ostracized. We found that a high spatial position reduced aggressive behavior after social exclusion due to lower levels of threatened control and negative affect.

**Jennifer Eck, University of Mannheim**

*Christiane Schoel, University of Mannheim - Rainer Greifeneder, University of Basel*

09:40 - OMHP F0.01

S87:04

### Social exclusion's impact on stereotyping

In several studies, the researchers examine and find support for the hypothesis that excluded individuals are more likely than non-excluded persons to individuate others, rather than use stereotypes. Further, evidence suggests this is done in service of reaffiliation.

**Michael J. Bernstein, Penn State University**

*Heather M. Claypool, Miami University*

10:00 - OMHP F0.01

S87:05

### Discussant

**Kipling D. Williams, Purdue University**

10:20 - OMHP F0.01

# Scientific Programme

Saturday July 12

09:00 - 10:40



S88

## **Social distance, social bonding, and the body**

Across domains such as haptics, visual simulation as well as manual and oral movements it is shown how bodily states affect or are in turn affected by group distinctiveness, interpersonal preference, self-other overlap, and persuasion.

**Sascha Topolinski, University of Cologne**

*Ravit Nussinson, Open University of Israel*

S88:01

### **The Embodiment of social identity threat: A threat to distinctiveness as contamination**

We propose that the in-group is metaphorically represented as one's physical body, and that a threat to its distinctiveness is represented as physical contamination and results in activation of the behavioral immune system as reflected by avoidance of disfigured individuals.

**Ravit Nussinson, Open University of Israel**

*Sonia Roccas, Open University of Israel*

09:00 - OMHP C0.17

S88:02

### **Grounding the social self in the body: Synchronous multisensory stimulations blur self-other boundaries**

We review recent studies showing that multisensory integration processes are not only involved in creating bodily representations, but also lead to blurred self-other boundaries: synchronous sensorial stimulations can create bodily illusions and the establishment of social bonds.

**Mara Mazzurega, University of Trento**

*Maria Paola Paladino, University of Trento - Thomas W. Schubert, University of Oslo - Francesco Pavani, University of Trento - Massimiliano Zampini, University of Trento*

09:20 - OMHP C0.17

S88:03

### **I feel it in my fingers: Impacting cultural mindset through physical experience**

Focusing on self-construal, we show that the effect of hand-gestures goes beyond explicit communication and has additional subtle effect on individuals' mindsets. Finger-movements simulating the sense of connection (vs. separation) lead participants to generate more interdependent and less independent self-construal.

**Sharon Arieli, University of Michigan**

*Sonia Roccas, Open University of Israel - Lilach Sagiv, The Hebrew University of Jerusalem*

09:40 - OMHP C0.17

S88:04

### **Put yourself in my place! Embodied simulations of visual perspective taking in persuasion**

We found that visual perspective-taking can increase social perspective-taking, i.e. how well we incorporate information provided by other people in our judgments. Thus, bodily modalities play an important role in social interactions and how we navigate our social environments.

**Thorsten Erle, University of Wuerzburg**

*Sascha Topolinski, University of Cologne*

10:00 - OMHP C0.17



# Scientific Programme

Saturday July 12

09:00 - 10:40

- S88:05      The articulation dynamics of person names, featuring either inward wandering of consonantal stricture spots (e.g., MENIKA; similar to swallowing, approach) or outward wanderings (e.g., KENIMA, similar to spitting, avoidance) influenced attitudes towards name holders.  
**Sascha Topolinski, University of Cologne**  
10:20 - OMHP C0.17



## T42      Dual and multiple identities

- T42:01      **Multiple social Identities in minority group members: Individual and contextual differences.**  
Ingroup representations among Turkish Australian Muslims were examined as individual differences (Study 1), and following a threat or reassurance to their religious ingroup (Study 2). Both individual and contextual differences in ingroup representations were found, which predicted attitudes towards outgroups.  
**Andrea van Dommelen, University of Sydney**  
*Karen Gonsalkorale, University of Sydney - Marilyn Brewer, University of New South Wales*  
09:00 - OMHP C2.17
- T42:02      **Social identity as associative network: Relevance for comparisons moderates the possibility of dual identities**  
We tested the cognitive possibility of dual identity. By measuring response latencies in lexical decision tasks we checked whether activation of subcategories facilitates (due to spread of activation) or inhibits (due to functional antagonism) co-activation of superordinate self-categories  
**Beatriz Lloret, CIS, ISCTE-IUL Lisbon University Institute**  
*Sven Waldzus, ISCTE-IUL Lisbon University Institute - Richard Crisp, Sheffield University*  
09:20 - OMHP C2.17
- T42:03      **Politicized dual identities among Muslims in Europe: The role of identity threat for political engagement**  
Dual identity was related to identity threat (perceived discrimination and incompatibility) and political engagement of Turkish and Moroccan minorities using survey data. The results show that perceived discrimination stimulates political engagement - however, dual identifiers were less likely to be engaged.  
**Fenella Fleischmann, ERCOMER, Utrecht University**  
*Karen Phaet, University of Leuven - Marc Swyngedouw, University of Leuven*  
09:40 - OMHP C2.17
- T42:04      **An intersectional approach to dual identities: Hijab and identity performance**  
This presentation reports a study of British Muslim women, hijab, and identity performance. Consistent with self-categorization theory, findings suggest that adopting hijab is a means to keep one's categorization by self and others in line with one's own valued identities.  
**Ronni Michelle Greenwood, University of Limerick**  
*Nick Hopkins, Dundee University*  
10:00 - OMHP C2.17  
**Ingroup cohesiveness**

# Scientific Programme

Saturday July 12

09:00 - 10:40



## T43 Evidence for a group-size trust effect

T43:01

Five studies compared individuals' trust of small versus large groups (of the same type), showing an overall general trust preference towards smaller groups. Perceived warmth was a consistent mediator of the small group preference, whereas perceived competence was not.

**Stephen La Macchia, The University of Queensland**

Winnifred Louis, The University of Queensland - Matthew Hornsey, The University of Queensland - Geoffrey Leonardelli, University of Toronto

09:00 - OMHP A0.08

T43:02

### We are proud of us, I am proud of myself: Two longitudinal studies in groups

Two longitudinal studies show that group members' pride about their group becomes shared within the group, whereas their pride about themselves does not, suggesting that group members only converge in those emotions that are relevant and important to their group.

**Ellen Delvaux, University of Leuven**

Loes Meeussen, University of Leuven - Batja Mesquita, University of Leuven

09:20 - OMHP A0.08

T43:03

### Emotional connection or moral conviction? Self-sacrifice for the group reflects identity fusion, not moral principles

Six experiments analysed the cognitive and emotional mechanisms underlying decisions of self-sacrifice to save ingroup members. Even if most participants acknowledged self-sacrifice was a more moral option, only strongly fused participants preferentially endorsed this decision mainly motivated by emotional engagement.

**Ángel Gómez, UNED**

Lucía López-Rodríguez, University of Almeria - Juan Jiménez, National University of Distance Education - Alexandra Vázquez, National University of Distance Education - Michael D. Buhrmester, University of Oxford, Queen's University, Belfast; William B. Swann, Jr., University of Texas at Austin

09:40 - OMHP A0.08

T43:04

### The dynamic identity fusion index (DIFI): A new visual measure of identity fusion

Four studies tested a new measure of identity fusion: the dynamic pictorial continuous fusion index (DIFI). Our research indicates that this single item better predict fight and die and self-sacrifice for the group than the traditional pictorial measure.

**Juan Jiménez, National University of Distance Education**

Ángel Gómez, National University of Distance Education - Michael D. Buhrmester, University of Oxford, Queen's University, Belfast - Alexandra Vázquez, National University of Distance Education - William B. Swann, Jr., University of Texas at Austin

10:00 - OMHP A0.08

T43:05

### Community collectivism: A social dynamic approach to conceptualizing culture

Our social dynamic conceptualization of culture sees social values as established by social relationships (e.g., one's community). Our scale, that distinguishes four processes both at the individual and community-level, differentiates between cultural groups and provides new insights into cultural processes.

**Birol Akkus, University of Groningen**

Tom T. Postmes, University of Groningen - Katherine E. Stroebe, University of Groningen

10:20 - OMHP A0.08

# Scientific Programme

Saturday July 12

09:00 - 10:40



## T44 Self- and other-perception

T44:01

### Changing the personality of a face

We will introduce a newly developed valid method to subtly manipulate the perception of personality dimensions (i.e., Big Five/Big Two) in portraits in a natural-looking way. Results from applications in different areas of psychology will be presented.

**Mirella Walker, University of Basel**

*Thomas Vetter, University of Basel*

09:00 - OMHP F0.02

T44:02

### The interactive influence of emotional expression and group membership on the evaluation of novel faces

Perceptual similarity to in-group and out-group members influenced the evaluation of emotional faces: Faces similar to in-group faces were more positively evaluated if they expressed happiness compared to fear. The result was reserved for faces similar to out-group faces.

**Andrea Paulus, Saarland University**

*Leon Makelis, Saarland University - Dirk Wentura, Saarland University*

09:20 - OMHP F0.02

T44:03

### Only one small sin: An interdependent self-construal increases self-control

Perceiving temptations as related is beneficial for self-control. An interdependent self-construal fosters such interrelated processing and might therefore also affect self-control. Six studies show that an interdependent self-construal directly facilitates self-control by increasing an interrelated perspective on temptations.

**Janina Steinmetz, University of Cologne**

*Thomas Mussweiler, University of Cologne*

09:40 - OMHP F0.02

T44:04

### New insights into improving flawed self-insight

Behavioral and fMRI studies suggest that self-serving evaluation is not a unitary phenomenon. When motivated by self-esteem protection, self-serving evaluation is not more cognitively demanding yet relies on different underlying computations and responds differently to factors assumed to improve self-insight.

**Jennifer Beer, University of Texas at Austin**

10:00 - OMHP F0.02

T44:05

### Why less is more: The ironic consequences of target specificity on perspective taking and familiarity

The present research suggests that, paradoxically, people engage in more perspective taking and have a stronger feeling of familiarity with another person when they have vague or little rather than concrete or much information about that person.

**Tobias Krüger, University of Heidelberg**

10:20 - OMHP F0.02

# Scientific Programme

Saturday July 12

11:05 - 12:45



- S89 Taking the psychology of social class seriously: New research on socioeconomic status, well-being, and prejudice**  
We present research that applies social psychological theory and research methods to the study of socioeconomic status, a topic hitherto mainly studied in other social sciences. The presentations highlight different aspects of the relation between socioeconomic status, well-being, and prejudice.  
**Antony Manstead, Cardiff University**

- S89:01 "My dad's car is bigger than your dad's!": Children's relative socio-economic status, self-discrepancies, and well-being**  
Using cross-lagged analyses of 1,161 school children across three time points, we show that their relative, rather than absolute, socio-economic status within their immediate social environment predicts their well-being, through its effect on their ideal-actual self-discrepancies across several life-domains.  
**Matt Easterbrook, Cardiff University**  
*Helga Dittmar, University of Sussex - Robin Banerjee, University of Sussex - Mark L. Wright, Roehampton University*  
11:05 - Aula

- S89:02 A status-based explanation for the association between education and authoritarian values**  
Two studies, using representative samples and both cross-sectional and experimental methods, suggest that people with less education are more authoritarian than people with more education because of their devalued social status and not just because of cognitive deficiencies.  
**Mark Brandt, Tilburg University**  
*P.J. Henry, New York University - Abu Dhabi*  
11:25 - Aula

- S89:03 Education-based identification explains the effect of education on well-being and societal attitudes**  
Three studies show that less educated people experience problems constructing a positive social identity around their level of education, and that identification is related to lower well-being and more problematic societal attitudes. This suggests a novel explanation for education effects.  
**Toon Kuppens, University of Groningen**  
*Russell Spears, University of Groningen - Antony S.R. Manstead, Cardiff University - Matthew J. Easterbrook, Cardiff University*  
11:45 - Aula

- S89:04 A longitudinal test of the relationship between social class, ideology and prejudice**  
In four studies we tested whether lower levels of income and education (social class) are associated with higher levels of prejudice. The connection between social class and prejudice is explained by the endorsement of system-legitimizing ideological attitudes (SDO and RWA)  
**Héctor Carvacho, Pontificia Universidad Católica de Chile**  
*Andreas Zick, Bielefeld University - Andrés Haye, Pontificia Universidad Católica de Chile - Roberto González, Pontificia Universidad Católica de Chile - Jorge Manzi, Pontificia Universidad Católica de Chile - Caroline Friedhoff, Fernuniversität Hagen - Melanie Bertl, Bielefeld University,*  
12:05 - Aula

# Scientific Programme

Saturday July 12

11:05 - 12:45

- S89:05**      **The wealth paradox: When economic prosperity hardens attitudes towards minorities**  
 Studies are presented showing that anti-immigrant sentiments can be equally prevalent among the more affluent as among the poor. These effects are particularly pronounced when the economic situation is unstable and when the wealth gap within a society is increasing.  
*Jolanda Jetten, University of Queensland*  
*Frank Mols, University of Queensland - Russell Spears, University of Groningen - Tom Postmes, University of Groningen*  
 12:25 - Aula
-  **T45**      **Gender in the workplace**
- T45:01**      **Be bold, but among subordinates – backlash effects, self-promotion strategies and women's power status**  
 In 2 studies we showed the role of women's self-promotion in: lowering fear of success and raising her expectations concerning exam results and future earnings and lowering judgments about her, when being assessed by participants in the role of leaders.  
*Natasza Kosakowska-Berezecka, University of Gdansk*  
*Marta Sokalska, University of Gdansk*  
 11:05 - VOC zaal
- T45:02**      **The role of men and women's expectations in evaluating female CEOs**  
 Results revealed that women were significantly more judgmental of the female CEO and of her decision compared to men, and this effect was explained by women's higher expectations of the female CEO to adhere to justice.  
*Moran Anisman-Razin, Interdisciplinary Center (IDC) Herzliya*  
*Tamar Saguy, Interdisciplinary Center (IDC) Herzliya*  
 11:25 - VOC zaal
- T45:03**      **I won't feel good about it... stereotype threat, anticipated affect, and women's math-related career motivation**  
 Two experiments and one correlational study demonstrate that when women imagine a performance context where negative stereotypes about their gender exist, their motivation in the domain decreases - this effect is mediated by reduced anticipated positive affect.  
*Carolyn Schuster, University of Konstanz*  
*Sarah E. Martiny, University of Konstanz*  
 11:45 - VOC zaal
- T45:04**      **Hindering women's career: The implicit yet powerful role of language abstraction**  
 Language abstraction of the terms used to compose applicants' evaluations works as a subtle, strategic, and powerful means to bypass formal rules and discriminate women in academic personnel selection. Female applicants are indeed depicted with more enduring negative characteristics.  
*Monica Rubini, Alma Mater Studiorum University of Bologna*  
*Michela Menegatti, Alma Mater Studiorum University of Bologna*  
 12:05 - VOC zaal

# Scientific Programme

Saturday July 12

11:05 - 12:45

- T45:05**      **The polarising effect of female leaders: Role models or backlash-by-proxy?**  
Reading about gender-based criticism of a female leader resulted in female participants high on conformity to feminine norms decreasing their interest in politics, while those low on conformity increased their interest. Male participants showed the opposite pattern on leadership variables.  
*Christopher John Hunt, University of Sydney*  
*Karen Gonsalkorale, University of Sydney - Lisa Zadro, University of Sydney*  
12:25 - VOC zaal



## **T46**      **Politics, ideology, and social influence**

- T46:01**      **Conspiracy theories and the intentionality bias**  
People vary in their tendency to see intentionality and purpose in the actions of inanimate objects, and behind natural events (the "intentionality bias"). The present study demonstrates that this predisposition predicts the extent to which people endorse conspiracy theories.  
*Karen Douglas, University of Kent*  
11:05 - Doelenzaal

- T46:02**      **Perceiving risk and sociopolitical ideology**  
Right-wingers are generally considered threat-sensitive and left-wingers threat-averse (Duckitt, 2001 - Jost et al., 2003). But is this always true, across domains? Three studies examining community and student participants demonstrated that conservatives are risk-taking and left-wingers risk-averse depending on risk domain.  
*Becky Choma, Ryerson University*  
*Yaniv Hanoch, Plymouth University - Gordon Hodson, Brock University - Michaela Gummerum, Plymouth University*  
11:25 - Doelenzaal

- T46:03**      **Conservatives and Liberals are equally disgusted**  
According to Inbar, Pizarro and Bloom (2009) "Conservatives are more easily disgusted than liberals". We show that whether conservatives or liberals are more easily disgusted is dependent on the specific content of the potential disgust elicitors.  
*Jutta Proch, Friedrich Schiller University Jena*  
*Thomas Kessler, Friedrich Schiller University Jena*  
11:45 - Doelenzaal

- T46:04**      **When do punishments produce the most cooperation? The importance of retributive framings and public extraction**  
Our field experiment explored the influence of framing and context of extraction on the effectiveness of financial deterrents. Participants were twice as likely to cooperate in response to a retributively framed fine and when fines were administered publicly.  
*Tim Kurz, University of Exeter*  
*William Thomas, University of Sussex - Miguel Fonseca, University of Exeter*  
12:05 - Doelenzaal

# Scientific Programme

Saturday July 12

11:05 - 12:45

- T46:05**      **Perceptions of control and politics: how a lack of control leads to left-wing ideology**  
What psychological factors lead people to support “big government” policies? We find that feeling a personal lack of control, whether chronically experienced (Study 1) or situationally induced (Studies 2-3) lead people to be more supportive of left-wing economic policies.  
*Jamie Luguri, Yale University*  
*Jaime Napier, Yale University*  
12:25 - Doelenzaal
- ✕ S90**      **The past, the future, and me: The self and the temporal representation of events**  
Our selves and our emotions are crucially linked to memories and expectations. This symposium will discuss how past and future events can shape identity, how the self may be regulated through time perception, and how past events affect current emotion.  
*Kai Epstude, University of Groningen*  
*Johanna Peetz, Carleton University*
- S90:01**      **On the representational systems supporting self-related future thought**  
Our sense of self depends in part on our thoughts about the future. Recent findings suggest that such thoughts are supported by a hierarchical knowledge structure in which abstract representations of possible selves organize the imagination of specific events.  
*Arnaud D'Argembeau, University of Liège*  
11:05 - Universiteitstheater
- S90:02**      **Time heals all wounds: Temporal distance and the regulation of emotional distress**  
The present studies explore whether and through what cognitive pathways temporal distancing from negative life events reduces distress. They suggest that adopting a distant-future perspective on these events supports emotional coping by highlighting their impermanence.  
*Emma Bruehlman-Senecal, University of California, Berkeley*  
*Ozlem Ayduk, University of California, Berkeley*  
11:25 - Universiteitstheater
- S90:03**      **When calendars protect us from threat: Using temporal landmarks to regulate connection to future selves**  
Five studies show that temporal landmarks are used spontaneously to psychologically separate from undesirable selves. Participants were more likely to call to mind events that fell in between the current and a negative future self than a positive future self.  
*Johanna Peetz, Carleton University*  
*Anne E. Wilson, Wilfrid Laurier University*  
11:45 - Universiteitstheater
- S90:04**      **How past actions versus inactions shape our affective experience**  
I will explore the distinction between actions and inactions in the context of the emotions shame and guilt. This distinction is connected to different temporal representations and different counterfactuals leading to variations in guilt, but not in shame.  
*Kai Epstude, University of Groningen*  
12:05 - Universiteitstheater



# Scientific Programme

Saturday July 12

11:05 - 12:45



S91

## **When goals collide: The consequences and resolution of goal conflicts**

We examine the consequences and resolution of goal conflicts, suggesting conflict induces motivated judgments (Kruglanski) and triggers a unique mindset (Kleiman). Furthermore, early attentional responses (Vogt), compensatory aggression (Leander) and identification of conflict (Fishbach) are instrumental for successful conflict resolution.

**Tali Kleiman, New York University**

*Julia Vogt, University of Reading*

S91:01

### **Truth vs. consequences: The fundamental goal conflict of social cognition**

The legitimate motivation of any judgment is accuracy - to reach a judgment that one knows to be inaccurate is logically incoherent. Yet, various motivations often affect judgments implicitly. We present novel theory and evidence regarding general conditions for motivated judgments.

**Arie Kruglanski, University of Maryland**

*Jocelyn Belanger, University of Maryland - Edward Orehek, University of Pittsburgh*

11:05 - OMHP D0.09

S91:02

### **A conflict state of mind: Looking into the effects of a conflict-activated mindset**

Goal conflicts activate a general mindset that once activated goes on to affect subsequent unrelated behavior. Activating conflict in a first task subsequently (a) reduces judgmental biases and (b) facilitates self-control and conflict resolution in a second, unrelated task.

**Tali Kleiman, New York University**

11:25 - OMHP D0.09

S91:03

### **Seeing goal conflict: Activating self-control eliminates attention to temptations**

This talk examines how visual attention is allocated when events relevant to conflicting goals are presented in people's environment. In self-control dilemmas, attention is allocated away from temptations and towards goal-relevant events but only when goal conflict is salient.

**Julia Vogt, University of Reading**

11:45 - OMHP D0.09

S91:04

### **The last refuge of the incompetent: A compensatory competence model of aggression**

Goal failure might increase aggression because it represents a threat to competence. We propose that aggression is linked to the regulation of competence, helping to resolve the conflict of whether or not to disengage from the threatened goal.

**Pontus Leander, University of Groningen**

12:05 - OMHP D0.09

S91:05

### **Resisting the temptation to behave badly: Self-control promotes ethical decisions only when conflict is apparent**

Ethical dilemmas pose self-control conflicts between behaving honestly and dishonestly. As such, providing decision-makers with advance warning of ethical temptations, activates self-control and leads them to behave ethically, but only if they identify the dilemma as posing a self-control problem.

**Ayelet Fishbach, University of Chicago**

*Oliver J. Sheldon, Rutgers University*

12:25 - OMHP D0.09

# Scientific Programme

Saturday July 12

11:05 - 12:45



S92

## Handling risk in the real world: A context sensitive investigation of risk

The second symposium on risk explores how insights from social psychology research around risky decision-making can be transferred to real world situations by considering characteristics of real world decision-making as well as on specific situational factors of individual risk contexts.

**Eva Lerner, Ludwig Maximilian University, Munich**

*Eric Eller, Ludwig Maximilian University Munich*

S92:01

### The description-experience-gap: Building a foundation from 10 years of data

We need to pay attention to the experiential nature of real world risky decisions. A reanalysis of 10 years of data illuminates the underpinnings of the gap between experience and description based risky choices and solidifies its existence.

**Dirk Wulff, Max Planck Institut for Human Development**

*Ralph Hertwig, Max Planck Institut for Human Development - Max Mergenthaler Canseco, Free University Berlin*

11:05 - OMHP D1.09

S92:02

### Emerging risks: Opportunities and threats of organizational approaches

Based on a qualitative investigation in the reinsurance sector, we discuss state-of-the-art approaches for the identification, analysis and management of emerging risks by applying findings from social psychology and provide suggestions on how organizations can design functional emerging risk processes.

**Eric Eller, Ludwig Maximilian University Munich**

*Eva Lerner, Ludwig Maximilian University Munich - Rainer Sachs, Munich Re - Heidi Strauß, Munich Re - Bernhard Streicher, Ludwig Maximilian University Munich*

11:25 - OMHP D1.09

S92:03

### Judge-advisor differences in risk assessments when choosing insurances

Three experiments addressed judge-advisor differences in risk assessments. Results revealed that estimated risk was lower in personal judgments than in recommendations and that the standard of comparison and the perceived similarity to the advice seeker influenced unrealistic optimism.

**Sabine Scholl, University of Mannheim**

*Kim Büsgen, University of applied sciences Fresenius Germany*

11:45 - OMHP D1.09

S92:04

### Psychological distance, framing and risk-taking behavior

In two studies, we examined the influence of psychological distance and framing on risk-taking behavior in an applied setting. Psychological distance influenced students' (N = 67) and physicians' (N = 51) decisions in gain situations, but not in loss situations.

**Martina Raue, Ludwig Maximilian University Munich**

*Bernhard Streicher, Ludwig Maximilian University Munich - Eva Lerner, Ludwig Maximilian University Munich - Dieter Frey, Ludwig Maximilian University Munich*

12:05 - OMHP D1.09

# Scientific Programme

Saturday July 12

11:05 - 12:45



S93

## **The social power of the past: Nostalgia as a resource for interpersonal and group harmony**

Nostalgia is an inherently social emotion but past research focused on individual outcomes. These four presentations examine its role in empathy, close-relationships, organisations, and groups. Findings indicate that nostalgia has the power to repair and enhance interpersonal and organisational functioning.

**Erica Hepper, University of Surrey**

S93:01

### **Nostalgia proneness and empathy**

Four studies tested the relation between nostalgia proneness (NP) and empathy. NP was positive associated with affective, but not cognitive, empathy, and this association was partially due to social connectedness and attachment security. Further, NP longitudinally predicted increased affective empathy.

**Jacob Juhl, University of Southampton**

*Tim Wildschut, University of Southampton - Constantine Sedikides, University of Southampton - Ad J. J. M. Vingerhoets, Tilburg University*

11:05 - OMHP D0.08

S93:02

### **Nostalgia buffers perceptions of relationship quality for anxiously attached individuals**

Four studies examined nostalgia within relationships. Nostalgia-proneness buffers deficits in relationship perceptions for individuals high in attachment-anxiety (Study 1-2). Nostalgia reduces anxious individuals' affiliation needs (Study 3). Moreover, nostalgic (vs. ordinary) conversations are more intimate, enhancing relationship perceptions (Study 4).

**Erica Hepper, University of Surrey**

*Tim Wildschut, University of Southampton - Constantine Sedikides, University of Southampton - C. Nathan DeWall, University of Kentucky*

11:25 - OMHP D0.08

S93:03

### **Nostalgia buffers the negative impact of procedural injustice on organizational cooperation**

An organizational field study and three laboratory experiments demonstrated that nostalgia buffers the deleterious impact of procedural injustice on organizational citizenship behavior and cooperation with authorities. It did so by buffering the negative effects of reduced social connectedness to authorities.

**Marius van Dijke, Rotterdam School of Management, Erasmus University Rotterdam**

*Tim Wildschut, University of Southampton - Joost Leunissen, Rotterdam School of Management, Erasmus University Rotterdam - Constantine Sedikides, University of Southampton*

11:45 - OMHP D0.08

S93:04

### **Collective nostalgia: A truly group-level emotion that confers unique benefits on the group**

Recent research has rehabilitated nostalgia, but it has also focused exclusively on the individual level of analysis. I will present research that shed light on the significance of collective nostalgia for understanding group-level attitudes, action tendencies, behavioral intentions, and behavior.

**Tim Wildschut, University of Southampton**

*Martin Bruder, University of Konstanz - Sara Robertson, University of Oxford - Wijnand van Tilburg, University of Southampton - Constantine Sedikides, University of Southampton*

12:05 - OMHP D0.08

# Scientific Programme

Saturday July 12

11:05 - 12:45

- ✕ S94 **Putting morality in context: Moral judgment under intra and intergroup pressure**  
We seek to deepen the understanding of group forces influencing moral judgments. We discuss intra group factors: (a) attributed social motivation - and (b) interpersonal relations. And intergroup factors: (c) conflicting moral foundations and (d) moral systems justifications.  
*Adi Amit, The open university of Israel*
- S94:01 **The (im)morality of gossip: Prosocial and selfish motives for, and consequences of, gossip**  
We challenge the view of gossip as immoral behavior by presenting four studies that show that whereas gossip sometimes serves egoistic, prosocial goals, it can also serve prosocial goals by controlling self-serving, group-harming behavior.  
*Gerben A. Van Kleef, University of Amsterdam*  
11:05 - OMHP F0.01
- S94:02 **The prism of loyalty: The refracting influence of social relationships on moral judgment**  
In this presentation, I will introduce the relational dilemma (a relationship based moral dilemma), present research using the relational dilemma which shows that interpersonal relationships indeed alter our moral judgment, and offer some explanations as to why this occurs.  
*Walter J. Sowden - University of Michigan*  
*Shirli Kopelman, University of Michigan*  
11:25 - OMHP F0.01
- S94:03 **Two foundations of moral judgments in intergroup conflict**  
We show that moral judgments in intergroup conflict independently rely on two moral foundations: Loyalty and Ingroup favoritism. We further show that people differ in the importance they attribute to each foundation: Conservation leads to higher reliance on loyalty.  
*Adi Amit, The open university of Israel*  
*Sonia Roccas, The open university of Israel.*  
11:45 - OMHP F0.01
- S94:04 **Malleable morality: Disengagement and framing**  
We focus on moral disengagement strategies in the context of intergroup violence, and on the effects of moral versus pragmatic arguments against torture of enemy prisoners in war, on support for torture. We present theoretical arguments and empirical findings.  
*Emanuele Castano, New School for Social Research*  
*Bernhard Leidner, UMASS Amherst - Peter Kardos, UMASS Amherst*  
12:05 - OMHP F0.01
- S94:05 **Discussant**  
*Roger Giner-Sorolla, University of Kent*  
12:25 - OMHP F0.01

Saturday July 12

# Scientific Programme

Saturday July 12

11:05 - 12:45



S95

## **The global village: The impact of cultural mobility on personality, identity, and well-being.**

The psychological consequences of inter- and intra-cultural mobility are explored. Does sojourning impact on personality? Are there different individual trajectories of sojourner well-being? How does intra-national mobility affect self and identity? And what is the role of cultural distance?

**Nicolas Geeraert, University of Essex**

*Julia Zimmermann, Friedrich Schiller University Jena*

S95:01

### **Do we become a different person when hitting the road? Personality development of sojourners**

We investigated the dynamic interplay between personality characteristics and international mobility experiences with a prospective control group study. The analyses sustained personality-related self-selection and socialization effects with the latter being largely explained by the acquisition of new international support relationships.

**Julia Zimmermann, Friedrich Schiller University Jena**

*Franz J. Neyer, Friedrich Schiller University Jena*

11:05 - OMHP C0.17

S95:02

### **The highs and lows of a cultural transition: Well-being trajectories of intercultural exchange students**

In a multinational longitudinal study of 2480 exchange students multiple growth trajectories (classes) of well-being are identified. Membership to these different classes is found to be related to pre-travel variables as well as later indicators of sojourn success.

**Kali Demes, University of Essex**

*Nicolas Geeraert, University of Essex*

11:25 - OMHP C0.17

S95:03

### **Mobility and identity development**

Mobility constitutes extensive challenges and opportunities. The concept of identity provides an innovative perspective for a deeper understanding of mobility, i.e. the extensive effects on different identity domains. To investigate these identity processes we analyzed longitudinal data.

**Elisabeth Schubach, Friedrich Schiller University Jena**

*Franz J. Neyer, Friedrich Schiller University Jena*

11:45 - OMHP C0.17

S95:04

### **Worlds apart: How does cultural distance affect sojourner adaptation and well-being?**

Does sojourner adaptation become more difficult when cultural distance increases? Analyses of longitudinal sojourner data revealed that perceived cultural distance was correlated with macro-level indicators of distance. Increased cultural distance was also associated with lower levels of well-being and adaptation.

**Nicolas Geeraert, University of Essex**

*Kali Demes, University of Essex*

12:05 - OMHP C0.17

# Scientific Programme

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## T47 Enhancing performance and motivation in youth

### T47:01 "Incredibly beautiful!" The adverse impact of inflated praise on children with low self-esteem

"Incredibly beautiful!" At this moment, parents all around the Western world are giving such inflated praise to children. Our research shows that parents are inclined to give inflated praise to children with low self-esteem, but that this inclination ironically backfires.

**Eddie Brummelman, Utrecht University**

*Sander Thomaes, University of Southampton and Utrecht University - Bram Orobio de Castro, Utrecht University - Geertjan Overbeek, University of Amsterdam - Brad J. Bushman, The Ohio State University, VU University Amsterdam*

11:05 - OMHP C2.17

### T47:02 Too special to forgive

Whereas telling someone that he/she is a special person may be a sign of affection, the present findings suggest that too much focus on specialness may ultimately hurt the special person's interpersonal relationships by making him/her less forgiving.

**Reine van der Wal, Radboud University Nijmegen**

*Johan Karremans, Radboud University Nijmegen*

11:25 - OMHP C2.17

### T47:03 "Acting male" in the classroom. How boys negotiate their gender identity in school

One explanation for boys turning away from school is the incompatibility between masculinity and values associated with school. We tested whether boys can reassure their gender identity in learning environments highly supportive of autonomy, as a central dimension of masculinity.

**Martin Latsch, Freie Universität Berlin**

*Prof. Dr. Bettina Hannover, Freie Universität Berlin*

11:45 - OMHP C2.17

### T47:04 The social costs of cognitive enhancement

We show that the use of 'cognitive enhancers' (pharmacological substances that can improve mental performance) entails social costs, for the user in being perceived as less success deserving, for the perceiver in feeling more malicious envy and decreased performance motivation.

**Nadira Faulmüller, University of Oxford**

*Jan Crusius, University of Cologne*

12:05 - OMHP C2.17

### T47:05 Ritalin: A treatment for disappointing grades? Performance levels and the intake of cognitive enhancement substances

Investigating reasons why healthy students take medical substances to improve cognitive performance ('cognitive enhancement'), we found that being in danger of comparatively bad performance leads to the willingness to take Ritalin, whereas the chance to comparatively high performance does not.

**Kimberly Schelle, Radboud University Nijmegen**

*Nadira Faulmüller, University of Oxford*

12:25 - OMHP C2.17

# Scientific Programme

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S96

## **The social side of language: How linguistic cues guide social inferences**

This symposium demonstrates how inferences about social targets depend on language features that are largely independent of semantic content. They may range from the most obvious and blatant to the most subtle and hidden characteristics of language

**Dagmar Stahlberg, University of Mannheim**

*Anne Maass, University of Padova*

S96:01

### **Metaphors we group by. The role metaphors in social communication**

Four studies explore metaphors use in social communication showing that 1) metaphors are chosen to persuade, 2) different metaphors describe native vs. immigrant criminals, 3) metaphors exacerbate negative stereotypes and 4) are preferred to communicate negative outgroup characteristics.

**Caterina Suitner, University of Padova, Italy**

*Caterina Suitner, University of Padova - Angela Alessandrini, University of Padova -*

*Luciano Arcuri, University of Padova*

11:05 - OMHP A0.08

S96:02

### **Sentencing children to die in prison: Essentialist language increases the favorability of life sentences**

Referring to a 14-year-old child's crime with a noun ("is a murderer"), vs. a verb ("committed murder"), increases the perceived appropriateness of sentencing that child to life without parole because it frames the crime as reflecting the child's essential nature.

**Christopher Bryan, University of California, San Diego**

*Christopher J. Bryan, University of California, San Diego - Jessica Cornick, University of California, Santa Barbara*

11:25 - OMHP A0.08

S96:03

### **Verbs as Linguistic Markers of Social Agency - The Social Side of Grammar**

In a multi-language and multi-method approach, we demonstrate (1) the novel effect that verbs (but not adjectives and nouns) imply social agency and (2) evidence of social agency and abstractness being independently related to linguistic categories.

**Magdalena Formanowicz, University of Bern**

*Janin Roessel, University of Mannheim - Anne Maass and Caterina Suitner, University of Padova*

11:45 - OMHP A0.08

S96:04

### **The importance of being the first: The word order effect in social-cognitive processes**

Bauman claimed that "Order means the right thing in the right place at the right time". A peculiar human feature is the search of order. This order contributes to give meaning to actions and to guide interpretation.

**Maria Laura Bettinsoli, University of Padova, Italy**

*Anne Maass, University of Padova - Caterina Suitner, University of Padova*

12:05 - OMHP A0.08

S96:05

### **You are sick! Effects of (gay vs. straight) voice on stereotype disease attribution**

Attribution of individuals' disease likelihood is based on voice-driven categorization and stereotype. Gay (vs. heterosexual) male speakers were associated with stereotypically "gay" and "female" diseases whereas "male" diseases were attributed more to lesbian than heterosexual female speakers.

**Fabio Fasoli, University of Padua**

*Anne Maass, University of Padua (Italy) - Simone Sulpizio, University of Trento*

12:25 - OMHP A0.08



# Scientific Programme

Saturday July 12

11:05 - 12:45



## T48 Affect and cognition

- T48:01**      **Don't talk behind my back: Audible feedback localized behind participants is perceived as threatening.**  
Sounds coming from out of sight are perceived as threatening. In four experiments, participants were exposed to audible messages voiced from different locations. The results showed that messages were perceived as more negative when coming from behind and concerned perceiver.  
**Natalia Frankowska, Warsaw School of Social Sciences and Humanities**  
*Michał Parzuchowski, Warsaw School of Social Sciences and Humanities, University of Fribourg - Bogdan Wojciszke, Warsaw School of Social Sciences and Humanities*  
11:05 - OMHP F0.02
- T48:02**      **Spatial frequency content moderates the memory advantage for emotional faces**  
We investigated the role of spatial frequencies in the memory advantage for emotional faces. Our findings imply that low spatial frequency information contributes critically to this effect, in line with evidence showing that specific, emotion-related pathways rely on such information  
**Michaela Rohr, Saarland University**  
*Dirk Wentura, Saarland University*  
11:25 - OMHP F0.02
- T48:03**      **Processing mental state language with internal or external focus involves different neural systems.**  
We investigated how context modulates embodied simulation. Stimuli were sentences describing emotional and non-emotional states with a focus on internal or external sensations. Results show that the same mental states are represented by different neural patterns depending on focus.  
**Suzanne Oosterwijk, University of Amsterdam**  
*Scott Mackey, University of California, San Diego - Christy Wilson-Mendenhall, Northeastern University - Piotr Winkielman, University of California, San Diego - Martin P. Paulus, University of California, San Diego*  
11:45 - OMHP F0.02
- T48:04**      **Feeling impulsive, thinking prosocial: The importance of distinguishing guilty thoughts from guilty feelings**  
Psychologists often assume that guilty feelings and guilty thoughts serve the same function - namely to maintain reciprocal relationships. I present a literature review, three behavioural studies and an fMRI study to investigate whether a behavioural, motivational and neural distinction exists.  
**Neil McLatchie, Lancaster University**  
*Roger Giner-Sorolla, University of Kent - Stuart Derbyshire, National University of Singapore*  
12:05 - OMHP F0.02
- T48:05**      **Mortality salience and the need for transgenerational continuity**  
Evidence is presented that the need for self-continuity is a motivational explanation for an increased desire for offspring under conditions of existential threat. Self-continuity can even be achieved by adopted children when transmission of the self by education seems viable.  
**Annedore Hoppe, University of Leipzig**  
*Immo Fritzsche, University of Leipzig - Nicolas Koranyi, University of Jena - Janis Etzel, University of Jena*  
12:25 - OMHP F0.02



# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:01**      **Does the belief in conspiracy theories satisfy the need for uniqueness?**  
 Belief in conspiracy theories could be a way to differentiate from others. Our first piece of evidence shows that high-believers in conspiracy theories believe they have a higher level of belief than the level of belief they attribute to others.  
**Anthony Lantian, Univ. Grenoble Alpes**  
*Cécile Nurra, Univ. Grenoble Alpes - Dominique Muller, Univ. Grenoble Alpes*
- P06:02**      **Positivity of self-concept as a potential moderator of the effects of media on body dissatisfaction**  
 This study examines the moderating effects of the content and organization of self-concept on the relation between thin-ideal media exposure and negative effects. The net number of positive self-schema marginally moderates the relation between thin-ideal media exposure and body dissatisfaction.  
**Yee Lam Li, The University of Hong Kong**
- P06:03**      **Justice sensitivity and reputational memory: The role of social expectations**  
 Reputational memory is flexibly modulated by social expectations. Here, we examined how participants' memory for moral or immoral behaviors is shaped by trustworthy or untrustworthy person labels, and how these effects are modulated by inter-individual differences in injustice sensitivity.  
**Raoul Bell, Heinrich Heine University Düsseldorf**  
*Laura Mieth, Heinrich Heine University Düsseldorf - Mario Gollwitzer, Philipps-University Marburg - Axel Buchner, Heinrich Heine University Düsseldorf*
- P06:04**      **Cooperation in social groups: Cheater memory in intergroup contexts**  
 The maintenance of large-scale cooperation demands particularly efficient cognitive mechanisms for the processing of cheaters in ingroup contexts. Experiments show an enhanced source memory for in-group cheaters and out-group trustworthy persons, and point to the importance of individual differences.  
**Stefanie Hechler, University of Jena**  
*Franz J. Neyer, University of Jena - Thomas Kessler, University of Jena*
- P06:05**      **Catch me if you can: Effects of victim sensitivity on cheater detection**  
 The present research suggests that victim-sensitive individuals are biased towards cues of untrustworthiness at the interpersonal as well as at the intergroup level. However, this bias does not seem to enhance cheater detection but leads to an underestimation of cooperation.  
**Philipp Süssenbach, Philipps-University Marburg**  
*Mario Gollwitzer, Philipps-University Marburg*
- P06:06**      **The SPOT effect: People exhibit a spontaneous preference for their own theories**  
 People spontaneously display intellectual arrogance, regarding beliefs as true merely because they are their own. In two studies, merely imagining a fictional theory was their own versus another's, led participants to regard it as significantly more likely to be true.  
**Nikhila Mahadevan, University of Southampton**  
*Aiden P. Gregg, University of Southampton*



# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:07**      **Bicultural identity integration and identity motives among transracial adolescent adoptees**  
 The present study focus on identity motives in guiding Bicultural Identity Integration (BII, Haritatos & Benet-Martinez, 2002) among transracial adoptees and analyzes whether and the extent to which the identity motives and BII are related to adoptees' psychosocial well-being.  
*Laura Ferrari, Catholic University of Milan*  
*Rosa Rosnati, Catholic University of Milan - Claudia Manzi, Catholic University of Milan*
- P06:08**      **Exploring identity processes on Facebook in different stages of life.**  
 The aim of this study was to analyze if FB use serve different identity needs at different stages of life. We analyzed how frequency use and identification with FB is associated with eight identity motives in adults and adolescents.  
*Claudia Manzi, Catholic University of Milan*  
*Camillo Regalia, Catholic University of Milan - Piercesare Rivoltella, Catholic University of Milan - Simona Ferrari, Catholic University of Milan*
- P06:09**      **Facebook affirmation and movement towards the ideal self among narcissists in Thailand and UK**  
 The current research shows that Facebook helps narcissists move closer to their ideal selves. Participants from collectivistic culture of Thailand benefited more than those from individualistic British culture, as Facebook allows individuals to express their aspiration, free from social constraints.  
*Yokfah Isaranon, Goldsmiths, University of London*  
*Madoka Kumashiro, Goldsmiths, University of London - Jonathan Freeman, Goldsmiths, University of London*
- P06:10**      **Hide or seek!**  
 Subjects read an institutional intimidation scenario which was relevant vs. not relevant for their working conditions. Ideal vs. ought self-guide was manipulated via a priming procedure, public self-awareness via a webcam. Behavioral tendencies, approach-avoidance tendencies and emotional reaction were measured.  
*Felix Goetz, Julius-Maximilians-Universität Würzburg*
- P06:11**      **Put on the red shirt and flirt! The influence of the color red on self-attractiveness**  
 Individuals perceive themselves as more attractive with a red shirt. In case of male participants the red-effect on self-attractiveness was mediated by self-status, while for women the effect on self-attractiveness was due to an increase in their sexual receptivity.  
*Anne Berthold, University of Zuerich*  
*Gerhard Reese, University of Luxemburg*
- P06:12**      **Social comparison in the context of risk: Consequences on implicit and explicit self-evaluation**  
 This research examined self-evaluative outcomes of social comparison in the area of risk. Although comparison with a low (reckless) vs. high (cautious) standard does not have an impact at the explicit level, it produces a contrast effect on implicit self-evaluation.  
*Natalia Rusnac, University of Strasbourg*  
*Patricia Tassi, University of Strasbourg - Florence Spitzenstetter, University of Strasbourg*



# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:13**      **The effect of social comparison dynamics on interpersonal organizational citizenship behavior and social undermining**  
 Adding the temporal dimension to study social comparisons, we show that when a comparison target's trajectory is positively dynamic, participants show less interpersonal organizational citizenship behavior and more social undermining than when the trajectories remain constant or are static.  
*Susan Reh, Kühne Logistics University*  
*Christian Tröster, Kühne Logistics University - Niels Van Quaquebeke, Kühne Logistics University*
- P06:14**      **How upward comparisons and knowledge awareness influence knowledge exchange**  
 Supporting meta-knowledge about what other people know can lead to knowledge hoarding in response to a partner's inferior knowledge. However, we show that collaborators can be motivated to increase task engagement if they become aware of a partner's knowledge superiority.  
*Josephine Neugebauer, Knowledge Media Research Center, Tuebingen*  
*Devin Ray, University of Aberdeen - Kai Sassenberg, Knowledge Media Research Center, Tuebingen*
- P06:15**      **Implicit upward comparison in the classroom: When raising hands undermines academic performance.**  
 This study documented the impact of upward comparison on achievement in classroom settings. A randomized study demonstrated how raising hand undermines the achievement of children striving with academic material. Findings are discussed regarding the differential preparedness related to socioeconomic background.  
*Sébastien Goudeau, University of Poitiers*  
*Jean-Claude Croizet, University of Poitiers*
- P06:16**      **The role of devil's advocacy and social comparison on the idea generation performance**  
 The effects of devil's advocacy and comparison targets on the brainstorming performance were investigated. The groups with 3 devil advocacy role and those compared with classmates generated more ideas than their counterparts.  
*Bilgesu Hasçuhadar, Abant Izzet Baysal University*  
*Gamze Uykucu Armutcuoglu, Abant Izzet Baysal University, - Hamit Coskun, Abant Izzet Baysal University*
- P06:17**      **A group-based perspective on impression management: How we want others to see our group**  
 The current research looks at how people's impression management efforts can vary as a function of their social group-memberships. Findings from this study further indicate that changes in the comparative context can also impact upon inter-group impression management strategies.  
*Li Lim, The Australian National University*  
*Sheri Kim, The Australian National University - Michael Platow, The Australian National University*



# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:18**      **Every group member is better than the group's average: the influence of within- group similarities**  
Unique Attribute and Weighted-LOGE theories make opposing predictions about the way within-group differences influence "everyone is better than average" bias. In three experiments, the bias was stronger when group members were construed as similar rather than different from each other.  
*Shir Etgar, Tel Aviv University*  
*Yechiel Klar, Tel Aviv University - John R. Chambers, Saint Louis University*
- P06:19**      **When Lady Luck cheats on you**  
How do people judge those favored by luck? In two studies, participants rated their liking for a target individual, and perceived warmth of the individual. Perceived luck predicted negative social judgments, but the effect was qualified by beliefs around luck.  
*Omesh Johar, Iowa State University*  
*Zlatan Krizan, Iowa State University*
- P06:20**      **The role of epistemic motivation and compensation effect in the perception of groups**  
In five researches (various contexts, research designs, target groups) we tested, whether Need for Cognitive Closure moderates the compensation effect. Results indicate that the compensation effect can be used in building structured view of the social world.  
*Piotr Dragon, Jagiellonian University*  
*Małgorzata Kossowska, Jagiellonian University*
- P06:21**      **Is beauty really truth? The impact of facial attractiveness and target gender on knowledgability**  
In contrast to the classical beauty-truth link we find an ugly-truth effect when it comes to factual statements. Participants showed more agreement on those statements that were accompanied by less attractive faces than more attractive faces.  
*Giti Bakhtiari, University of Wuerzburg*
- P06:22**      **Health threatening communication and defensive processing: The role of emotional arousal**  
This study assesses if and how emotional arousal elicited by a health threatening communication could affect defensive processing. Our results provide evidence to support a strong effect of emotional arousal - even if, it seems limited only for highly vulnerable people.  
*Jérôme Blondé, University of Aix-Marseille*  
*Fabien Girandola, University of Aix-Marseille*
- P06:23**      **"Mind full or mindful?" A generalization of the emotional seesaw phenomenon to cognitive busyness**  
Present research delineates if the Emotional Seesaw Phenomenon is based on a general mechanism of cognitive busyness provoked by expectancy violating stimuli that lead participants to adopt an inner focus and consequently react mindlessly. Five experiments support this theoretical perspective.  
*Magdalena Kaczmarek, International Max Planck Research School*  
*Melanie Steffens, University Koblenz Landau*



# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:24**      **Beauty and credibility. The relation at implicit and explicit level.**  
Using a Stroop task and an explicit measure focusing the association between attractiveness, credibility and valence we show that the attractiveness-credibility link is not a simple operationalization of the association of attractiveness with positivity.  
*Joana Mello, ISPA*  
*Teresa Garcia-Marques, ISPA, Lisbon*
- P06:25**      **tMotivations and antecedents of Third-Party Responses.**  
There is a growing literature on different Third Party Responses in cases of social norm violation. The main goal of the present paper is to discuss the motivations of Third-Party Responses, linking them to environmental characteristics and individual differences.  
*Diogo Ferreira, Universidade Federal de Sergipe - Tilburg University*
- P06:26**      **Social influence in freely interacting groups: Biased information acquisition after group discussions**  
Our results show that after simultaneous minority and majority influence in dissent groups majorities exhibit a balanced information search, whereas minorities tend to converge to their own position, and this can be the majority position if the minority has converted.  
*Andreas Mojzisch, University of Hildesheim*  
*Stefan Schulz-Hardt, University of Goettingen*
- P06:27**      **The impact of normative climates on gender role attitudes**  
Following a social representations approach, we show that own gender role attitudes in 20 European countries are influenced by the normative climate, controlling for individual and structural context variables like family policy indicators and gender equality indices.  
*Véronique Eicher, NCCR LIVES*  
*Stephanie Glaeser, NCCR LIVES - Aude Martenot, NCCR LIVES - Sandra Penic, University of Lausanne - Richard A. Settersten, Oregon State University - Dario Spini, NCCR LIVES*
- P06:28**      **Effects of health goals and social influence on food choices**  
Short, simple cues for social presence may affect choices of healthy products when people pursue health goals. The present experiment showed two main effects, such that people with health goals and social presence cues chose more healthy foods.  
*Jenny V. Bittner, University of Ulm*  
*Sandra teStroet, University of Twente*
- P06:29**      **Birds of a feather misremember together: Shared social identities increase memory conformity**  
Building on research that indicates that shared social identity increases individual's conformity to ingroup opinions and behaviours, the current study is the first to demonstrate that an individual's sense of shared social identity also increases their susceptibility to memory conformity.  
*Craig Thorley, University of Liverpool*  
*Claire Campbell, University of Ulster*





# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:30**      **Groupthink 2.0: The power of groupthink in China**  
 Issued from a five-case study since late Deng's China, the investigator discovers that cultural settings are relevant to the validity of the Groupthink theory. The theory shows persuasive power in dictating policy quality made by politburo standing committee.  
*Tony Lee, University of Taipei*
- P06:31**      **I won't tell: 4-year-olds show loyalty to their group by keeping group secrets**  
 This study shows that 4-year-old children are less likely to tell their in-group's secret to a stranger, even when it is materially rewarding, compared to an out-group's secret. Thus, young children are committed and loyal members to their own groups.  
*Antonia Misch, Max Planck Institute for Evolutionary Anthropology*  
*Harriet Over, University of York - Malinda Carpenter, University of St. Andrews, Max Planck Institute for Evolutionary Anthropology*
- P06:32**      **Conformity in assessing attractiveness of opposite sex faces**  
 The aim of the research was to examine whether people are influenced by the opinions of others when assessing attractiveness of the opposite-sex faces. Conformity was not proved. This may suggest that people trust their own opinions when judging attractiveness.  
*Stanislava Kováčová, Academy of Sciences of the Czech Republic - Masaryk University*  
*Martin Valenta, Masaryk University - Mojmir Tyrlik, Masaryk University*
- P06:33**      **Social influence and perceptual decision-making: A diffusion model analysis**  
 Employing a diffusion model approach, we investigated in three experiments whether social influence on decision-making is due to a perceptual bias and/or due to a judgmental bias. We consistently found that social influence alters the uptake of sensory information.  
*Markus Germar, University of Hildesheim*  
*Alexander Schlemmer, University of Hildesheim - Kristine Krug, University of Oxford - Andreas Voss, University of Heidelberg - Andreas Mojzisch, University of Hildesheim*
- P06:34**      **Effects of mortality salience and group norms on judgments in lie detection**  
 Assuming that thinking about one's own death increases the value of honesty, we found mortality salience to decrease truth bias when judging statements as true or false. This was however not the case when group solidarity was pronounced.  
*Simon Schindler, University of Kassel*  
*Marc-André Reinhard, University of Kassel*
- P06:35**      **Self-persuasion enhances the effectiveness of cigarette warning labels**  
 Questions motivate people to find self-generated arguments. Two studies tested the usefulness of questions about the negative effects of smoking on warning labels. Questions increased smoking-related risk perception and decreased smoking behavior.  
*Sabine Gock, University of Luxembourg*  
*Barbara C.N. Müller, Radboud University Nijmegen - Simone M. Ritter, Radboud University Nijmegen*
- P06:36**      **The effectiveness of self-persuasion in media campaigns**  
 The present set of studies investigates to what extent self-persuasion can effectively be used in pro-social mass media campaigns. In doing so, we showed that self-persuasion is more effective than common campaigns when processing is facilitated by a counter attitudinal message.  
*Stefan Bernritter, University of Amsterdam*  
*Matthijs van Leeuwen - Rick B. van Baaren, Behavioural Science Institute, Radboud University Nijmegen*





# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:37**      **Too much of a good thing: The amount of self-generated arguments influences self-persuasion**  
 We suggest that feelings of ease or difficulty in generating arguments guide subsequent behavioural intentions or responses. Two studies demonstrated that generating two arguments led to more helping than generating ten arguments. When arguments were provided, the pattern reversed.  
**Barbara Müller, Radboud University Nijmegen**  
*Daniël H. van Someren, Radboud University Nijmegen - Renate Gloudemans - Matthijs van Leeuwen - Rainer Greifeneder, University Basel*
- P06:38**      **Re-examining the agentic shift: The sense of agency influences the effectiveness of (self) persuasion**  
 We investigated the relation between experiences of agency, and the effectiveness of persuasion techniques. Experiences of low agency improved the effectiveness of persuasion techniques, while experiences of high agency improved the effectiveness of self-persuasion techniques  
**Rick van Baaren, Radboud University Nijmegen**  
*Tom G. E. Damen, Radboud University Nijmegen - Barbara C. N. Müller, Radboud University Nijmegen - Ap Dijksterhuis, Radboud University Nijmegen*
- P06:39**      **What way emancipation? Analysing humiliation rhetoric in the speeches of Dr. B. R. Ambedkar**  
 The analysis key speeches of Dr. B. R. Ambedkar, leader of Dalits (ex-untouchables), suggests that ingroup responsibility is a key dimension of humiliation rhetoric. The construal of social relations of humiliation found to be fundamental in responding to humiliation.  
**Yashpal Jogdand, University of St Andrews**  
*Steve Reicher, University of St Andrews*
- P06:40**      **Leadership as a contest for influence: Support for status-quo and social change leadership**  
 In a world that is constantly changing where groups have aspirations for the future, leaders need to go beyond just representation of the present norms to also be aligned with future aspirations to succeed over leadership advocating the status quo.  
**Shaistha Mohamed, The Australian National University**  
*Emina Subašić, Australian National University - Katherine J. Reynolds, Australian National University - S. Alexander Haslam, University of Queensland*
- P06:41**      **Underlying mechanisms of mimetic desires**  
 We examined informational influence and normative fit as underlying mechanisms of mimetic desires. Indicating an informational influence, positive adjective were associated with looked-at-paintings but not with paintings looked away from, and the number of gazers did not increases mimetic desires.  
**Evelyne Treinen, Université Catholique de Louvain**  
*Max Weisbuch, University of Denver*
- P06:42**      **Don't tell them what they should do, but what their peers do**  
 A descriptive norm message (marginally significantly) improved adolescents' fruit consumption across two days, while not improving behavioral intentions. An injunctive norm not only did not increase fruit consumption but actually led to decreased intentions to consume sufficient fruit.  
**Marijn Stok, Utrecht University**  
*Denise de Ridder, Utrecht University - Emely de Vet, Wageningen University & Research Centre - John de Wit, University of New South Wales*



# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:43**      **Peer influence and adolescent sexual (risk) behavior: A meta-analysis**  
The present meta-analysis shows that peers play an important role in adolescent sexual (risk) behavior, and that addressing adolescents' (mis)perceptions of sexual peer norms is an important component of prevention and intervention strategies that promote youth sexual health.  
**Daphne van de Bongardt, Utrecht University**  
*Ellen Reitz, Utrecht University - Theo Sandfort, Columbia University - Maja Deković, Utrecht University*
- P06:44**      **Sex, lube, videotape: Impacts of sexual risk-taking norms communicated in gay sex clubs**  
Sexual risk-taking depends on local norms. Gay sex clubs often show pornography depicting (un)protected intercourse, and vary in their rules about condom use. Results suggest that these features of such sexually-charged environments convey norms that might promote (un)safe sexual behavior.  
**Skyler T. Hawk, Chinese University of Hong Kong**  
*Kai Jonas, University of Amsterdam*
- P06:45**      **Is neural sensitivity to social conflict related to subsequent conformity and attention to group judgment?**  
The strength of neurophysiological signals of social conflict during affective judgment was not related to conformity in a later task. However, group judgment in the second task was processed less attentively the higher the neural conflict signal had been.  
**Robert Schnuerch, University of Bonn**  
*Sina-Alexa Trautmann-Lengsfeld, University Medical Center Hamburg-Eppendorf - Henning Gibbons, University of Bonn*
- P06:46**      **Men and women in time of crisis: social representations of crisis in a gender/status perspective**  
This study aims to examine how men and women in high- and low-status positions conceive of the economic crisis and envision to cope with it. Findings of a 2012 survey demonstrate differences in definitions and strategies to face the crisis.  
**Anna Liguori, University of Geneva**  
*Fabio Lorenzi-Cioldi, University of Geneva - Ida Galli, University of Naples "Federico II" - Roberto Fasanelli, University of Naples "Federico II"*
- P06:47**      **Drugs and drug addicts in the lay representations of young Russians: from "observer" to "actor"**  
It was found that lay representations of drugs and drug addicts are based on the items from public (social, medical, legal), and private context (life style). The representation structure differs as a function of distance towards drug and drug addicts.  
**Inna Bovina, Moscow State University of Psychology and Education**  
*Nikolai Dvoryanchikov, Moscow State University of Psychology and Education - Liza Berezina, Raffles College of Higher Education - Mikhail Debolsky, Moscow State University of Psychology and Education - Alexander Il'in, Administration of Federal Service of Execution of Punishment of Russian Federation*



# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:48**      **Drugs and drug addicts in the lay representations of young Russians: from "observer" to "actor"**  
It was found that lay representations of drugs and drug addicts are based on the items from public (social, medical, legal), and private context (life style). The representation structure differs as a function of distance towards drug and drug addicts.  
**Inna Bovina, Moscow State University of Psychology and Education**  
*Nikolai Dvoryanchikov, Moscow State University of Psychology and Education - Liza Berezina, Raffles College of Higher Education - Mikhail Debolsky, Moscow State University of Psychology and Education - Alexander Ill'in, Administration of Federal Service of Execution of Punishment of Russian Federation*
- P06:49**      **Social representations and sociability contexts**  
If social representations are « fundamental categories of sociability » (Rouquette & Rateau, 1998), then a change in the social context (Abric & Guimelli, 1998) should trigger a change in the social representations. Two studies brought evidence to this hypothesis.  
**Andreea Ernst-Vintila, Université de Reims Champagne-Ardenne**  
*Amandine Herbay, Université de Reims Champagne-Ardenne - Meri Smbatyan, Yerevan State University, Université de Reims Champagne-Ardenne*
- P06:50**      **A cross-cultural study on social representations of obedience and disobedience**  
Social psychology has always been focused on studying authority relationship without giving a descriptive definition of obedience and disobedience. This study aims to investigate the meaning of obedience and disobedience within a cross-cultural research design involving Italy, Austria and U.S.A.  
**Francesco Fattori, Catholic University of Sacred Heart - Milan**  
*Maura Pozzi, Catholic University of Milan - Elena Marta, Catholic University of Milan - Alessandro Quartirolì, East Carolina University - Amrei Zopf-Jörchel, Sigmund Freud PrivatUniversität - Sara Alfieri, Catholic University of Milan - Daniela Marzana, Catholic University of Milan*
- P06:51**      **Why similarities foster the good and differences reveal the bad**  
There is a prevalence of positive information in the environment. Building on a cognitive-ecological sampling approach (Fiedler, 2001), we predicted and demonstrated that searching for similarities in the environment amplifies this prevalence, while searching for differences attenuates the prevalence.  
**Hans Alves, University of Cologne**  
*Alex Koch, University of Cologne - Christian Unkelbach, University of Cologne*
- P06:52**      **Deductive reasoning under stereotype threat. The role of working memory**  
The study showed that stereotype threat impairs effectiveness both in testing and learning situation, because it reduces ability to integrate information into coherent mental model and ability to falsify hypothesis and rules.  
**Sylwia Bedyńska, University of Social Sciences and Humanities**
- P06:53**      **Impact of intergroup contact on outgroup attitudes among minorities: The moderating role of perceived discrimination**  
We investigated among minorities the moderating role of perceived discrimination on the effects of intergroup contact on attitudes towards majorities. We obtained surprisingly a stronger positive effect of contact on outgroup attitudes among minority teenagers who experienced more police discrimination.  
**Alejandra Alarcon Henriquez, University of Oxford**  
*Ralf Woelfer, University of Oxford - Miles Hewstone, University of Oxford*



# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:54**      **How priming national versus other collective narcissism impacts intergroup attitudes: minority's answer to majority's narcissism**  
When primed with the collective narcissism of a majority group versus other reference group, participants' attitudes towards minority are influenced by the minority's appropriate message for the narcissist majority such as flattering the majority or showing their usefulness  
*Mihaela Boza, Alexandru Ioan Cuza University of Iasi*
- P06:55**      **Two types of homonegativity and private/public distinction**  
In two correlational studies it was demonstrated that old-fashioned and modern homonegativity correspond with private/public distinction as far as the life of homosexuals is concerned. While old-fashioned homonegativity was associated with private sphere, modern prejudice was related to public domain.  
*Paulina Górka, University of Warsaw*  
*Michał Bilewicz, University of Warsaw*
- P06:56**      **Positive ingroup contact norms increase support for reparation policies via forgiveness**  
The study looked at antecedents of forgiveness in Cyprus. Analyses suggested prior contact led to increased forgiveness via reductions in symbolic threat and dehumanization. Positive ingroup contact norms increased support for reparation policies, mediated by forgiveness toward Greek Cypriots.  
*Shenel Husnu, Eastern Mediterranean University*  
*Sofia Stathi, University of Greenwich*
- P06:57**      **The effects of positive and negative day-to-day contact experiences on different dimensions of intergroup attitudes**  
Research on day-to-day intergroup contact needs to consider negative as well as positive contact experiences, because both uniquely predict intergroup attitudes, and are associated with different dimensions of intergroup attitudes.  
*Agostino Mazziotta, University of Hagen*  
*Anette Rohmann, University of Hagen - Stephen C. Wright, Simon Fraser University - Pablo De Tezanos-Pinto, Pontificia Universidad Católica de Chile*
- P06:58**      **The strategic use of stereotypes about immigrants: Sustaining political goals through ascribing different stereotypical traits**  
Two experimental studies were conducted seeking the identification of strategic effects in the use of stereotypes about immigrants. Participants with similar attitudes towards immigration use different stereotypical traits under different strategic conditions in order to serve their political goals.  
*Rita Morais, Institute of Social Sciences of the University of Lisbon*  
*Denis Sindic, Institute of Social Sciences of the University of Lisbon - Rui Costa Lopes, Institute of Social Sciences of the University of Lisbon - Manuela Barreto, University of Exeter*
- P06:59**      **The world's biggest salad bowl: Facebook connecting cultures**  
The effects of virtual intergroup contact on attitudes toward outgroups have been investigated. A Facebook Application retrieved objective data about the intercultural composition of participants' online networks. Results revealed a negative relationship mediated by humanitarian-egalitarian values.  
*Anne Schwab, University of Innsbruck*  
*Tobias Greitemeyer, University of Innsbruck*



# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:60**      **Why does disgust sensitivity predict negative attitudes towards gay people?**  
 We find that disgust sensitivity predicts greater traditionalism. This explains why disgust sensitive individuals are more negative toward gays (and other groups seen as threatening traditional sexual values), and more positive towards groups seen as upholding these values.  
*Yoel Inbar, Tilburg University*  
*Jarret Crawford, The College of New Jersey*
- P06:61**      **When taking the perspective of a sexual minority predicts greater anti-gay attitudes among political conservatives**  
 The extent to which conservatives (but not liberals) imagined engaging in same-sex sexual activity when perspective taking a same-sex couple predicted more negative evaluations of the couple, greater anti-gay attitudes in general, and greater opposition to sexual minority rights.  
*Chadly Stern, New York University*  
*Marlon Mooijman, Leiden University*
- P06:62**      **Increasing the acceptability of the unthinkable: Self-affirmation decreases the moral condemnation of harmless taboo-breaking behavior**  
 The current research shows how an opportunity to self-affirm can decrease the moral condemnation, and increase the moral acceptability, of harmless but disgust-eliciting taboo-behaviors. Harmless taboo-behaviors, in other words, threaten people's self-image and therefore invite negative moral judgments.  
*Marlon Mooijman, Leiden University*  
*Wilco van Dijk, Leiden University*
- P06:63**      **Reduce dehumanization by anticipate an interaction with an out-grouper, but do not predict his behavior!**  
 Effectance motivation results in stronger humanization of nonhumans. Would it also reduce dehumanization of out-groupers? When Germans anticipated an interaction with a Turkish out-grouper, they dehumanized Turks less. However, when having to predict his behavior, they dehumanized him more.  
*Birte Schiffhauer, University of Bielefeld*  
*Dieta Kuchenbrandt, CITEC, University of Bielefeld, Germany - Fabio Fasoli, University of Padua, Italy - Friederike Eyssel, CITEC, University of Bielefeld*
- P06:64**      **Stereotypes create non-conscious memory biases that affect decision-making**  
 Six experiments demonstrate that stereotype-consistent memory bias is an automatic and conditioned cognitive distortion that occurs spontaneously, without conscious awareness, and that has important consequences in everyday life.  
*Armand Chatard, Université de Poitiers et Centre National de la Recherche Scientifique (UMR CNRS 7295)*  
*Leila Selimbegovic, Université de Poitiers & Centre de Recherches sur la Cognition et l'Apprentissage, UMR CNRS 7295 - Ivanna Bocage, Université de Poitiers & Centre de Recherches sur la Cognition et l'Apprentissage, UMR CNRS 7295 - Thomas Collin, Université de Poitiers & Centre de Recherches sur la Cognition et l'Apprentissage, UMR CNRS 7295*



# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:65**      **The development of implicit prejudice in Brazilian children from different race groups**  
We investigated the development of implicit prejudice in Brazilian children. IAT effects were found in the examined groups. White and Mixed-race children expressed more bias towards White people than Black children. No age effect on prejudice through development was found.  
**Maria Clara de Paula Couto, Saarland University**  
*Airi Macias Sacco, Federal University of Rio Grande do Sul/Yale University - Yarrow Dunham, Yale University - Sílvia Helena Koller, Federal University of Rio Grande do Sul*
- P06:66**      **Back to the origin of children's math-gender stereotypes: The role of fathers' stereotypical automatic associations.**  
Fathers' automatic associations consistent with math-gender stereotypes are the only predictor of their 6-year-olds' corresponding automatic associations. Importantly, even though children do not manifest endorsement of math-gender stereotypes yet, nonetheless fathers', but not mothers', automatic associations predict children's stereotypic beliefs.  
**Silvia Galdi, DPSS, University of Padova**  
*Carlo Tomasetto, University of Bologna - Alberto Mirisola, University of Perugia*
- P06:67**      **The tasty effects of intergroup contact: Eating ethnic food can reduce intergroup prejudice**  
Can interaction with an outgroup's products reduce prejudice toward that group? British participants (N=76) ate biscuits presented as either an Indian or British product. Compared to the British and control conditions, those in the Indian condition showed less implicit bias.  
**Charles Seger, University of East Anglia**  
*Ishani Banerji, Georgetown University*
- P06:68**      **The value of cultural diversity as strategy to reduce prejudice: The case of Spanish Gypsies**  
We analyzed the role of multiculturalism in prejudice towards Gypsies and other related variables. In two studies, using correlational and experimental designs, we found that multicultural ideology could be a useful strategy to reduce prejudice towards this group.  
**Ana Urbiola, University of Granada**  
*Josefa Ruiz, University of Granada - Guillermo B. Willis, University of Granada - Miguel Moya, University of Granada*
- P06:69**      **Social exclusion of children with ADHD: A comparison of different forms of intergroup contact**  
The present study compares different forms of intergroup contact between children with and without ADHD and their relation with peer acceptance. Further, we considered the moderating role of social perceptions on the proposed relationships.  
**Jeanine Grütter, University of Zurich**  
*Bertolt Meyer, University of Zurich*





# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:70**      **Contact and prejudice across cultures: a cross-country meta-analysis of the contact hypothesis**  
We examined the contact hypothesis from a cross-cultural perspective in a four level meta-analysis. We report relatively large differences across countries in the relation between intergroup contact and prejudice which are related to country level values and ideologies.  
**Kende Judit, KU Leuven**  
*Wim Van den Noortgate, University of Leuven - Karen Phaet, University of Leuven - Aycan Kara, Indiana University - Ronald Fischer, Victoria University of Wellington*
- P06:71**      **Immigrant vs. Italian children's discrepancy in Writing: Does stereotype threat matter?**  
The effects of stereotype threat in 8-10 year-old immigrant vs. Italian children on writing abilities were investigated. Grapho-motor skills and text cohesion were affected, but likely other mechanisms influence the impact of stereotype threat on writing performance in young children.  
**Federica Durante, University of Milan-Bicocca**  
*Carmen Gelati, University of Milan-Bicocca, Department of Psychology*
- P06:72**      **Dehumanization in deviance: From intergroup to interpersonal processes**  
Could dehumanization help to understand what is going on in the special case of deviance? We tested the applicability of this process on the study of disqualification of voluntarily childfree people and people who choose a gender-atypical profession.  
**Annabelle Dominique, Université Bordeaux Ségalen**  
*André Lecigne, Université Bordeaux Ségalen*
- P06:73**      **Implicit theories of intelligence moderate stereotype threat effects for Turkish-origin migrants in Germany**  
Three empirical studies show that implicit theories of intelligence moderate stereotype threat effects for Turkish-origin students, a group negatively stereotyped in Germany. The more they endorsed an entity theory, the worse they performed on a test diagnostic for verbal ability.  
**Laura Froehlich, University of Konstanz**  
*Sarah E. Martiny, University of Konstanz - Kay Deaux, New York University - Sog Yee Mok, University of Konstanz*
- P06:74**      **Predicting prejudice towards homosexual women and men**  
The study investigated predictors of prejudice against homosexual men and women in Croatia, the newest member of the European Union. Results confirm that gender-belief system, essentialist beliefs, authoritarianism and social dominance orientation play important roles in predicting prejudice  
**Margareta Jelic, University of Zagreb**  
*Aleksandra Huic, University of Zagreb - Zeljka Kamenov, University of Zagreb*
- P06:75**      **Social relations, and not just common ingroup identity, reduce outgroup dehumanization.**  
We tested whether participation in an intergroup relation compared to no participation reduced outgroup dehumanization. Results showed that participation, even in a relation not leading to a common ingroup identity, reduces outgroup dehumanization, but only if the ingroup is involved.  
**Ana Louceiro, University Institute of Lisbon**  
*Maria-Paola Paladino, University of Trento - Sven Waldzus, University Institute of Lisbon*





# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:76**      **A broader conceptualization of ambivalent sexism**  
Ambivalent Sexism Theory has dominated the literature in recent years. Our research delves into dimensions not encompassed by AST that are critical to the perception of women: motherhood, aesthetics and female resourcefulness. Evidence showing their predictive validity will be discussed.  
*Malgorzata Mikolajczak, University of Warsaw*  
*Janina Pietrzak, University of Warsaw*
- P06:77**      **Cognitive determinants of infra-humanization: The role of illusory correlation and attentional processes**  
In two studies we provided empirical support for the idea that a differential appraisal of group humanity can be an illusory correlation that people create between the majority (more frequent) group and a generally shared attribute such as humanness.  
*Martina Prazienkova, University of Trento*  
*Maria Paola Paladino, University of Trento - Steven Jim Sherman, Indiana University*
- P06:78**      **Stereotype threat effects on girls' mathematics performance: The moderating role of sexual orientation**  
The study proposes and finds that sexual orientation may modulate the effect of stereotype threat on math performance, with a stronger disruption in math performance among lesbian but not heterosexual group.  
*Francesca Romana Alparone, Departement of Neuroscience and Imaging*  
*Daniele Paolini, University of Chieti - Antonio Aquino, University of Chieti - Alberto Mirisola, University of Perugia - Carlo Tomasetto, University of Bologna*
- P06:79**      **It just comes naturally to women: Heightened essentialist conceptions of mothers relative to fathers**  
The category mothers is essentialized more than fathers. The salient visual changes women undergo in the course of pregnancy contribute to these differential perceptions. Characteristics of mothers are generalized to women more than characteristics of fathers are generalized to men.  
*Sarah Banchevsky, University of Colorado Boulder*  
*Bernadette Park, University of Colorado Boulder*
- P06:80**      **Mothers' implicit math-gender stereotypes affect girls' math self-perceptions and achievement 3 years later**  
This study demonstrated that mothers' stronger implicit (but not explicit) math-gender stereotypes predicted girls' lower math self-perceptions and achievement 3 years later. Mothers' perceptions of children's math abilities mediated the effects of mothers' implicit stereotypes on girls' self-perceptions and achievement.  
*Yusuke Karouji, Kyoto University*  
*Yuri Miyamoto, University of Wisconsin-Madison - Tokika Kurita, Nagoya University - Janet Shibley Hyde, University of Wisconsin-Madison - Takashi Kusumi, Kyoto University*
- P06:81**      **Stereotype threat versus choking under pressure: Conditions, underlying processes and interventions**  
This research compares stereotype threat and choking under pressure effects, and investigates whether implementation intentions' can be used to counteract them. Implementation intentions are a useful tool as they target underlying processes and thus provide information about mediators.  
*Sarah E. Martiny, University of Konstanz*  
*Torsten Martiny-Huenger, University of Konstanz*



# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:82**      **Discrimination of competent, capable mothers in the workplace due to proscriptive role violations**  
 Stereotypical beliefs about motherhood regarding prioritizing family life over career can be an obstacle to women's career advancement. We conducted a series of studies demonstrating that mothers' job commitment, but not their competence, is questioned, which leads to workplace discrimination.  
*Janina Pietrzak, University of Warsaw*  
*Małgorzata Mikołajczak, University of Warsaw - Katarzyna Chroł, University of Warsaw*
- P06:83**      **The ironic costs of performing well: Grades differentially predict male and female dropout from engineering**  
 Social identity threat not only affects performance and persistence but also the relationship between the two variables. At high performance levels women in engineering are more likely than men to drop out and to experience the situation as socially aversive.  
*Nicole Kronberger, Johannes Kepler University Linz*  
*Ilona Horwath, Johannes Kepler University Linz*
- P06:84**      **All equally affected by stereotypes? The role of social status on Stereotype Vulnerability**  
 This research contribute to the contention that social status may influence stereotype vulnerability, as the performance of low-status group members fluctuated more importantly than high-status ones as a function of the stereotype's direction in three studies.  
*Vincent Pillaud, University of Lausanne*  
*David Rigaud, University of Lausanne - Alain Clémence, University of Lausanne*
- P06:85**      **Joking about ourselves: effects of disparaging humor on ingroup's evaluation**  
 Disparaging humor leads to more prejudice towards outgroups. In three studies we examined whether ingroup disparaging humor increases prejudice and stereotypes towards the ingroup. Results confirmed that humor can influence ingroup's evaluation.  
*Catalina Arguello, University of Granada*  
*Hugo Carretero-Dios, University of Granada - Guillermo B. Willis, University of Granada - Miguel Moya Morales, University of Granada*
- P06:86**      **When racial joke hurts: The moderating role of group status on emotion and group identification**  
 We investigate the impact of racial joke on the emotions and identification processes of participants that belong to low or high status groups (Arab versus French descent). The origin of the narrator and of the joke's target was also manipulated.  
*Jonathan Kieffer, Lorraine University (at Metz)*  
*David Bourguignon, Université de Lorraine - Pascal Tisserant, Université de Lorraine - Jérôme Dinet, Université de Lorraine - Valérie Fointiat, Université de Lorraine*



# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:87**      **University programs for older adults: Changing stereotypes, self-perception of ageing and emotional-balance**  
 University Program for Older Adults (PUMAs) developed around the world with life-long learning and active ageing promotion purposes. PUMAs is a good strategy for fighting ageing stereotypes and improving self-perception. Results from four Latinamerican and Spanish PUMAs support this hypothesis.  
**Rocio Fernandez-Ballesteros, Universidad Autónoma de Madrid**  
*Maria Giovanna Caprara, Universidad de Madrid - Rocio Schettini, Universidad Autónoma de Madrid - Antonio Bustillos, Uned. - Victor Mendoza, Universidad Autónoma de México - Teresa Orosa, Universidad de la Habana - Rosita Kornfekld, Universidad Católica de Chile - Macarena Rojas, Universidad Católica de Chile - Maria Dolores López, La Salle Center - Marta Santacreu, Universidad Autónoma de Madrid. - Maria Angeles Molina, Universidad Autónoma de Madrid - Maria Dolores Zamarrón, Universidad Autónoma de Madrid*
- P06:88**      **The benefit of intergenerational relationships: A review of the intergroup contact literature.**  
 This study reviews intergroup contact literature in relation to intergenerational relationships. Consequences for older adults are assessed across contact-contexts, relating to direct and indirect forms of contact. Additionally, underlying psychological processes are examined. Optimum conditions for beneficial outcomes are identified  
**Lisbeth Cuthbert, University of Kent**  
*Dominic Abrams, University of Kent - Dr Hannah Swift, University of Kent - Sujata Ray, Age UK*
- P06:89**      **Support for multiculturalism in contemporary Bulgaria: The beneficial effects of national identity and minority presence**  
 A multilevel study revealed that common ingroup identification was related to support for multicultural policies in Bulgaria, whereas an ethnic conception of the nation and anti-Roma prejudice were negatively linked to policy support. District-level minority proportion (Bulgarian Turks) increased support.  
**Emilio Paolo Visintin, University of Lausanne**  
*Eva G. T. Green, University of Lausanne - Diana Bakalova, Bulgarian Academy of Sciences - Yolanda Zografova, Bulgarian Academy of Sciences*
- P06:90**      **The central role of entitativity in the information organization and impression formation of neighbourhood residents**  
 Using the concept of entitativity the objective of the two studies presented here is to understand how belonging to a particular geographical area – neighbourhood – can determine the way others organize the information and form impressions about residents  
**Fátima Bernardo, University of Évora**
- P06:91**      **A closer look at intergroup interactions: conversations between Chileans and Peruvian immigrants**  
 Chilean participants reported a more positive conversation when interacting with Peruvians, but this view was not shared by the confederates, and the behavioural indicators showed mixed results. Empathy, self-efficacy and contact norms were relevant predictors of positive interactions.  
**Pablo De Tezanos-Pinto, Pontificia Universidad Católica de Chile**  
*Agostino Mazziotta, University of Hagen - Daniela Sepúlveda, Pontificia Universidad Católica de Chile*



# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:92**      **Historical contact: Improving intergroup attitudes by discovering remnants of outgroups' material heritage**  
The paper introduces a notion of historical ethnic contact (i.e. learning about past ethnic diversity and discovering the heritage of an outgroup) which leads to intergroup attitudes improvement and development of social capital.  
*Anna Stefaniak, University of Warsaw*  
*Michał Bilewicz, University of Warsaw*
- P06:93**      **Religious adolescents think negative of homosexuality but act supportive to lesbians and gays**  
A survey of 479 adolescents showed different effects of religiousness on aspects of homophobia: Religious adolescents were less approving of equal rights for homosexuals, but showed only slightly more negative affective reactions and were more supportive of lesbians and gays.  
*Ulrich Klocke, Humboldt-Universität zu Berlin*
- P06:94**      **Explicit and implicit antigay attitudes in Turkey**  
We explored explicit and implicit antigay-attitudes as a function of religious affiliation in Turkey. Muslims reported higher levels of explicit homophobia towards both gay men and lesbians. Implicit homophobia was demonstrated towards gay men, but not lesbians.  
*Yasin Koc, Bogazici Universitesi*  
*Joel Anderson, Australian Catholic University - Leah Kaufmann, Australian Catholic University*
- P06:95**      **What is implicit homophobia? Category- and person-centred approaches reveal opposite results among Christians and Atheists**  
We explored religious affiliation-based patterns of responses towards gay men and lesbians. Atheists held positive explicit and implicit attitudes. Christians only demonstrated negative attitudes when gay men were represented as a category, or when lesbians were presented as people.  
*Joel Anderson, Australian Catholic University*  
*Leah Kaufmann, Australian Catholic University - Xochitl de la Piedad Garcia, Australian Catholic University*
- P06:96**      **Discrimination of male victims and perpetrators of sexual harassment**  
The results of our 2 studies suggest that the sexual harassment trauma of men is perceived as less severe than that of women and that the male perpetrators of sexual harassment are seen in a worse light than female perpetrators.  
*Anna Studzinska, Warsaw University of Social Sciences and Humanities, Sopot - Universite Toulouse 2 - Le Mirail*  
*Denis Hilton, Universite Toulouse 2 - Le Mirail*
- P06:97**      **Stereotype threat and regulatory fit among high school students**  
This research aimed at better understanding the motivational consequences of regulatory fit, which was induced by manipulating stereotype threat and performance-avoidance goals among high school students. Results revealed that regulatory fit decreased controlled motivation.  
*Aina Chalabaev, Paris West University*  
*Paul Fontayne, Paris West University - Philippe Sarrazin, Univ. Grenoble Alpes*



# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:98**      **More competent but less warm? Perceptions about volunteers in the changing context of non-profit organizations**  
The aim of this study is to analyze stereotypes toward volunteers (i.e., competence and warmth) in the changing context of non-profit organizations (NPOs). Bootstrap analyses showed that perceived NPOs professionalization is related to a decrease of warmth stereotypes for volunteers.  
*Edwine Goldoni, Université Catholique de Louvain*  
*Desmette Donatienne, Université Catholique de Louvain - Herman, Ginette, Université Catholique de Louvain.*
- P06:99**      **The effects of homosexual stereotype activation on self-perception and cognitive functioning**  
The goal of this study was to investigate how the way of stereotype activation, reading a text or the presence of another in-group companion, may affect the functioning of homosexual males, including their self-esteem, well-being and cognitive performance.  
*Ewelina Kowalewska, Warsaw School of Social Sciences and Humanities*  
*Joanna Sweklej, Ph. D. Warsaw School of Social Sciences and Humanities.*
- P06:100**      **Descriptive meritocracy and the emergence of implicit prejudice towards low status groups**  
We present research on the malleability of implicit prejudice. Two initial studies showed how a socially valued norm (meritocracy) promotes the emergence of implicit prejudice. A third study tests whether this phenomenon is limited to a descriptive form of meritocracy.  
*Rui Costa-Lopes, ICS - University of Lisbon*  
*Daniël H. J. Wigboldus, Radboud University Nijmegen - Jorge Vala, ICS - University of Lisbon*
- P06:101**      **The impact of victimhood beliefs on attitudes and behaviours towards disadvantaged groups in Poland**  
It is shown that inclusive victimhood beliefs are related to positive attitudes toward disadvantaged groups. We propose mediating mechanisms as well as moderating factors such as national identification and perceived collective continuity.  
*Mateusz Olechowski, University of Warsaw*
- P06:102**      **Implicit in-group evaluation in negatively stigmatized minorities: A meta-analysis**  
This meta-analysis on implicit in-group evaluation in members of stigmatized groups integrates findings from more than 100 independent studies with over 10,000 subjects. Moderator variables were analyzed, including type of implicit measure, in-group identification, and severity of social stigma.  
*Iniobong Essien, Hamburg University*  
*Juliane Degner, Hamburg University*
- P06:103**      **Evidence of negative implicit attitudes toward individuals with a tattoo**  
Two studies revealed negative implicit attitudes toward individuals with a tattoo. The implicit effect did not attenuate when the tattoo image was symmetrical, but it did attenuate among those with a tattoo and were internally motivated to respond without prejudice.  
*Colin Westcott, University of Arizona*  
*Jeff Stone, University of Arizona - Meghan G. Bean, University of Arizona*



# Poster Session 6

Saturday July 12

13:00 - 14:00 - Atrium

- P06:104**      **Perceived discrimination, internalized stigma and their effect on subjective well-being in people with mental illness**  
This study assesses how perceived discrimination and internalized stigma impact subjective well-being in people with mental illness. Results show that internalized stigma acts as a mediator between perceived discrimination and subjective-well-being, while perceived discrimination shows no significant direct effect.  
*Daniel Pérez-Garín, UNED*  
*Fernando Molero, UNED*
- P06:105**      **Self-stigma, coping and psychological symptoms among transgender persons**  
The present study examined the relationships between self-stigma, coping and psychological symptoms in 108 transgender persons who express(ed) a desire to change from one anatomical sex to the other, and who are in different stages of their transition.  
*Arjan Bos, Open University*  
*Alwin O. Man, Open University - Mark A. Hommes, Open University*
- P06:106**      **Blame attributions and stigma toward women with cervical cancer**  
Participants who were informed (vs. uninformed) of the cause of cervical cancer—a sexually transmitted infection—were more likely to stigmatize a patient with cervical cancer. Effects were mediated by attributions of blame toward the patient.  
*Mary Gerend, Florida State University*  
*Melissa Shepherd, Florida State University*

# Scientific Programme

Saturday July 12

13:30 - 16:10

## Round table discussion

Presentation of the new journal of EASP and SASP: Comprehensive Results in Social Psychology

**Convenor: Kai Jonas, University of Amsterdam**

*Panel members: Rohays Perry, Taylor & Francis/Routledge - Daniel Wigboldus, Nijmegen University - Joseph Cesario, Michigan State University*

13:30 - 14:25 - Aula



## T49 Automaticity and implicit processes

### T49:01 When congruity effects vanish - The role of relational integrativity in evaluative priming

We show that for congruity effects in evaluative priming to occur, it is not sufficient that prime and target share the same valence. They also have to be easily combinable into a new meaningful compound representation (be high in integrativity).

**Max Ihmels, University of Heidelberg**

*Peter Freytag, University of Heidelberg - Klaus Fiedler, University of Heidelberg - Theodore Alexopoulos, Université Paris Descartes*

14:30 - Aula

### T49:02 Controlling the "uncontrollable": Faking effects on the affect misattribution procedure

Using different faking manipulations, two experiments consistently showed that faking affects both the overall mean and the predictive validity of the Affect Misattribution Procedure (AMP). As the IAT and evaluative priming, AMP effects cannot be assumed to be uncontrollable.

**Sarah Teige-Mocigemba, University of Freiburg, Freiburg**

*Karl Christoph Klauer, University of Freiburg, Freiburg*

14:50 - Aula

### T49:03 Attitudinal and non-attitudinal components of IAT performance

Participants completed pairs of IATs with high, moderate, or low conceptual overlap. The Quad model was applied to estimate the contributions of multiple processes to IAT performance. Evidence was found for a non-attitudinal, domain-general process of accuracy detection.

**Jimmy Calanchini, University of California, Davis**

*Jeffrey W. Sherman, University of California, Davis - Karl Christoph Klauer, University of Freiburg*

15:10 - Aula

### T49:04 Contextualized representation and automatic evaluation

The current talk presents evidence for a new theoretical account that specifies how inconsistent information about an attitude object is integrated into mental representations, and how contextual cues modulate the activation of these representations upon future encounters with the object.

**Bertram Gawronski, University of Texas at Austin**

15:30 - Aula



# Scientific Programme

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T49:05

## **To eat or not to eat: Visual perception of distance predicts eating behaviour**

The present research showed that perceived distance predicts the amount of sweets eaten only if participants are low in trait self-control (Experiment 1) or are ego-depleted (Experiment 2), but not if they are high in trait self-control or non-depleted.

**Dario Krpan, University of Cambridge**

*Dr Simone Schnall, University of Cambridge*

15:50 - Aula



S97

## **Responses to social identity threat: Explicit and implicit strategies**

This symposium addresses responses to social identity threat, and shows that when a threat can be justified, its implications are more likely to be accepted, while illegitimate threats lead people to defend their group identity through explicit and implicit strategies.

**Soledad de Lemus, University of Granada**

*Jolien van Breen, University of Groningen*

S97:01

## **Emotional responses to disadvantage: The interactive roles of illegitimacy and identity threat**

In three studies, we examine the possibility that emotional responses are determined by the interplay between appraisals of different forms of threat. Specifically, we examine how illegitimacy and social identity threat interact to predict inter-group anger.

**Andrew Livingstone, University of Exeter**

*Russell Spears, University of Groningen - Tony Manstead, Cardiff University - Kristina Petkova, Bulgarian Academy of Sciences - Leah Seltzer, Cardiff University*

14:30 - VOC zaal

S97:02

## **Resisting social disadvantage: High identifiers rise above the in-group legitimization**

We differentiate two types of legitimacy (external vs. internal), respectively describing the out-group and the in-group opinion of in-group disadvantage. We show that high identifiers resist disadvantage, in spite of internal legitimacy, and support collective action to challenge inequality.

**Gloria Jimenez-Moya, University of Granada**

*Rosa Rodríguez-Bailón, University of Granada - Russell Spears, University of Groningen - Soledad de Lemus, University of Granada*

14:50 - VOC zaal

S97:03

## **Implicit activation of resistance vs. acceptance goals in (counter)stereotypical conditions**

We examine the influence of (counter)stereotypical exposure on implicit resistance vs. acceptance goal activation in two studies. Results are moderated by participants' sexism and endorsement of system justifying beliefs, suggesting that (counter)stereotypes can be threatening depending on participants' ideological beliefs.

**Soledad de Lemus, University of Granada**

*Marcin Bukowski, Jagellonian University, Poland - Russell Spears, University of Groningen*

15:10 - VOC zaal

# Scientific Programme

Saturday July 12

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- S97:04**      **Responses to implicit social identity threat**  
We examine responses to implicit social identity threat. In two studies, feminist identifiers responded to implicit identity threat by implicitly associating their in-group with more positive attributes. That is, they showed implicit in-group bias, indicating resistance against social identity threat.  
*Jolien van Breen, University of Groningen*  
*Russell Spears, University of Groningen - Soledad de Lemus, University of Granada - Toon Kuppens, University of Groningen*  
15:30 - VOC zaal
- S97:05**      **Discussant**  
*Manuela Barreto, University of Exeter*  
15:50 - VOC zaal
- ✕ S98**      **Changes in group structures, uncertainty and continuity**  
The symposium explores how people respond to changes in groups and their defining attributes. To reduce self-uncertainty and restore identity continuity, people reconsolidate groups as a cohesive entity or behave in a ways that split groups asunder and marginalize deviants.  
*Jiin Jung, Claremont Graduate University*  
*Joseph Wagoner, Claremont Graduate University*
- S98:01**      **Godlessness as an existential threat: Anti-atheist prejudice is driven by Collective Angst-inducing similarity to Christianity**  
We contend that atheists serve as a distinctiveness threat to Christians' religious in-group. Among highly identified Christians, perceived similarity between atheists and Christians heightened collective angst, which led to greater delegitimization of atheists and punishment of a misbehaving atheist.  
*Darcy Dupuis, Carleton University*  
*Kendra McLaughlin, Carleton University - Travis Sztainer, Carleton University - Michael J. A. Wohl, Carleton University*  
14:30 - Doelenzaal
- S98:02**      **Subgroup schisms in superordinate groups: The influence of subordinate (not superordinate) identification on secessionist movements**  
People who perceived low superordinate consensus, high subgroup entitativity, and low subgroup voice strengthened their subgroup identification and increased schism intentions. Further, the increase in subgroup identification mediated the increase in subgroup schism support.  
*Joseph Wagoner, Claremont Graduate University*  
*Michael A. Hogg, Claremont Graduate University*  
14:50 - Doelenzaal
- S98:03**      **The effect of identity uncertainty on subgroup integration in the North and South Korea relations**  
People with highly central subgroup identity increased reunification intentions under high superordinate identity uncertainty and low subgroup identity uncertainty. In contrast, people with lowly central subgroup identity increased reunification intentions under high superordinate and subgroup identity uncertainty.  
*Jiin Jung, Claremont Graduate University*  
*Michael Hogg, Claremont Graduate University - Hoon-Seok Choi, Sungkyunkwan University*  
15:10 - Doelenzaal

# Scientific Programme

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**S98:04      The role of projected continuity for post-merger identification in dominant and subordinate merging organizations**

The relationship between pre-merger organizational identification and post-merger identification is stronger for dominant (vs. subordinate) merger partners. This study finds that opposite relationships between pre-merger identification and projected continuity (i.e., perceptions of the future identity) account for this interaction.

**Johannes Ullrich, University of Zurich**

*Frank Drzensky, Goethe University - Anna-Lupina Wegener, University of Applied Sciences and Arts Western Switzerland - Rolf van Dick, Goethe University*

15:30 - Doelenzaal

**S98:05      Discussant**

**Michael Hogg, Claremont Graduate University**

15:50 - Doelenzaal



**S99      Maintaining social inequality: Perceiving, reacting to and distancing from bias**

This symposium examines consequences of perceiving bias. Speakers discuss how status threats affect perceptions of in-group bias, reactions to White discrimination claimants, discrimination towards Blacks, and marginalized groups' collective action.

**Clara L. Wilkins, Wesleyan University**

*Joseph Wellman, Wesleyan University*

**S99:01      Diversity messages as identity threat cues for White Americans**

Pro-diversity messages threaten Whites' status. In the presence (vs. absence) of pro-diversity messages, Whites (1) are more concerned about ingroup bias, (2) under-estimate discrimination against minorities, and (3) experience a cardiovascular pattern of threat.

**Tessa Dover, University of California Santa Barbara**

*Brenda Major, University of California Santa Barbara - Cheryl R. Kaiser, University of Washington*

14:30 - Universiteitstheater

**S99:02      Status legitimizing beliefs moderate responses to claims of anti-White bias**

SLB endorsement corresponds to more favorable evaluations of Whites who claim to be victims of anti-White bias. Similarly, when Whites are primed to believe that anti-White bias is pervasive, SLB endorsement corresponds to greater ingroup favoritism and outgroup derogation.

**Clara L. Wilkins, Wesleyan University**

*Joseph D. Wellman, Wesleyan University - Cheryl R. Kaiser, University of Washington*

14:50 - Universiteitstheater

**S99:03      Whites' concern with appearing biased: A status-threat that provokes aggressive responses**

Lab and translational field studies demonstrate that Whites concerned with appearing racially biased are more inclined to behave aggressively toward low-status Blacks. Results are discussed in relation to social dominance theory.

**Matthew Jackson, University of California Los Angeles**

*Phillip Atiba Goff, University of California Los Angeles - Kimberly Barsamian Kahn, Portland State University*

15:10 - Universiteitstheater

# Scientific Programme

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S99:04

## **Power reduces group advocacy among marginalized groups**

Four studies illustrate that power reduces group advocacy among members of marginalized groups. Women and African Americans' concerns about accusations of bias mediate this effect. When power is situated at the group level, this pattern is reversed.

**John Blanchar, University of Arkansas**

**Scott Eidelman, University of Arkansas**

15:30 - Universiteitstheater



S100

## **Using social psychology to guide social interventions in conflict and post-conflict settings**

This symposium brings together five presentations of rigorous field studies that assess interventions using social psychological principles to influence positive social change in a variety of conflict and post-conflict settings including Colombia, DRC, Israel and Liberia

**Rezarta Bilali, New York University**

S100:01

## **Individual and group-based aspects of women's financial independence: Initial findings from a Colombian field experiment**

Theory suggests financial independence should lead women to view intimate-partner abuse as less acceptable. We present baseline data from an 18-month field experiment testing a savings-account intervention and the effectiveness of framing the account as an individual versus group-based project.

**Margaret Tankard, Princeton University**

**Elizabeth Levy Paluck, Princeton University - Deborah Prentice, Princeton University**

14:30 - OMHP D0.09

S100:02

## **From prejudice reduction to conflict resolution? A field study with Israeli and Palestinian youth**

The current research asks how prejudice reduction processes affect the motivation and capacities for amicable resolution of intergroup conflicts. We present results from a completed difference-in-differences field study with Peace Players International, an organization that offers interethnic basketball in Israel.

**Cyrus Samii, New York University**

**Ruth Dittmann, Social Science Research Center Berlin**

14:50 - OMHP D0.09

S100:03

## **Paradoxical thinking as a new avenue of intervention: A media based field experiment**

We suggest a new paradoxical method. Participants were shown congruent, but extreme, messages that pertain to the Israeli ethos of conflict. We found that this manipulation changed attitudes and behavior, unfreezing the socio-psychological barriers to peacemaking.

**Boaz Hameiri, Tel-Aviv University**

**Roni Porat, The Hebrew University and Interdisciplinary Center, Herzliya - Daniel**

**Bar-Tal, Tel-Aviv University - Eran Halperin, Interdisciplinary Center, Herzliya**

15:10 - OMHP D0.09

# Scientific Programme

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**S100:04**      **Promoting violence prevention and social change through media in the ongoing conflict in the DRC**  
Three field studies examined the mechanisms through which a media intervention designed to reduce conflict and promote social activism in Eastern DRC influences its audience.  
**Rezarta Bilali, New York University**  
*Johanna Ray Vollhardt, Clark University*  
15:30 - OMHP D0.09

**S100:05**      **"Theatre for reconciliation in Liberia": Development and application of a nine steps guideline for interventions**  
A guideline to develop, implement, and evaluate interventions is presented to be used by civic society activists. We applied the nine suggested steps in a forum theatre project and its evaluation (N=202) in post-war Liberia.  
**Friederike Feuchte, University of Rostock**  
*Agostino Mazziotta, University of Hagen - Silke Pietsch, University of Liberia - Rezarta Bilali, New York University*  
15:50 - OMHP D0.09



**S101**      **Seeing the world through my own eyes: Egocentrism, misunderstanding and conflict**  
This symposium focuses on recent research investigating the consequences of various forms of egocentrism for intergroup and interpersonal conflicts. It highlights that egocentrism can, ironically, be especially pronounced in trust and interactions with similar or ingroup others.  
**Claudia Toma, Tilburg University**

**S101:01**      **A dual projection model of partisan attitude perceptions**  
A social projection model exposes systematic ways that we misjudge others' attitudes, potentially leading to inter-group conflict. Multilevel SEM reveals that participants estimated political ingroup and outgroup attitudes through simultaneous projection of two mental models: the self and superordinate group.  
**Jessica Keating, University of Colorado Boulder, USA**  
*Leaf Van Boven, University of Colorado Boulder, USA - Charles Judd, University of Colorado Boulder*  
14:30 - OMHP D1.09

**S101:02**      **Egocentric evaluations of group leaders in intergroup conflict**  
Followers' morality judgments of their leader may sometimes be biased by egocentric concerns. Higher threat to followers' values and value as opposed to resource related conflicts prevented followers from re-electing an honest leader because they failed to sacrifice egocentric interests.  
**Ozum Saygi, University of Amsterdam, The Netherlands**  
*Lindred L. Greer, Stanford University - Gerben A. Van Kleef, University of Amsterdam - Carsten K.W. De Dreu, University of Amsterdam*  
14:50 - OMHP D1.09

# Scientific Programme

Saturday July 12

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- S101:03**      **Egocentric perceptions of agreement with the self and others**  
Witnessing someone express the same preferences as another prompts attributions about the reasons for those shared preferences. Dispositional attributions as well as attributions about the objectivity of those preferences crucially depend upon whether those preferences resemble those of the self.  
**Shane Blackman, Princeton University**  
*Emily Pronin, Princeton University*  
15:10 - OMHP D1.09
- S101:04**      **Similarity increases egocentric perceptions of how we are seen by others**  
Similarity between partners is often seen as an asset for social interactions. In contrast to this view, perceived similarity increased egocentric transparency estimations and led to negative dispositional attributions about others.  
**Claudia Toma, Tilburg University, The Netherlands**  
*Olivier Corneille, Catholic University of Louvain - Emily Pronin, Princeton University*  
15:30 - OMHP D1.09
- S101:05**      **Egocentrism in dilemmas of trust**  
Rational trust decisions depend on potential outcomes and the probability of reciprocity. Process tracing methods reveal that trustors approach decisions egocentrically, focusing primarily on self-relevant information. This egocentric focus creates conflict through over- and under-trusting behavior.  
**Anthony Evans, Tilburg University**  
*Joachim I. Krueger, Brown University*  
15:50 - OMHP D1.09
- ✕ S102**      **Achievement goals: New proposals for future research**  
This symposium showcases new perspectives in experimental achievement goal research. The four presentations discuss recent evidence emphasizing why experimentation, in addition to other methodologies, brings crucial information regarding the debate of which goals are most beneficial and for whom.  
**Marie Crouzevialle, University of Lausanne**  
*Annique Smeding, University of Savoie*
- S102:01**      **Two meta-analyses of correlational and experimental research on achievement goals and performance**  
Across two meta-analyses on self-reported and situationally induced achievement goals, we found positive vs. negative links between approach vs. avoidance goals and nonself-report performance criteria, and identified several moderators.  
**Nico Van Yperen, University of Groningen**  
*Monica Blaga, University of Groningen - Tom Postmes, University of Groningen*  
14:30 - OMHP D0.08
- S102:02**      **Assessing the interfering effect of performance-approach goals on performance: An experimental approach**  
We present experimental research highlighting the deleterious impact of performance-approach goal manipulation on performance, a result that is at odds with consistent findings stemming from longitudinal methods. The advantages of laboratory settings are discussed.  
**Marie Crouzevialle, University of Lausanne**  
*Fabrizio Butera, University of Lausanne*  
14:50 - OMHP D0.08

# Scientific Programme

Saturday July 12

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- S102:03**      **Rethinking the benefits of mastery and performance approach goals as a function of socio-economic status**  
In three studies, using complementary methodologies, including experimentation, we demonstrated that the benefits typically associated with the approach components of mastery and performance goals in terms of achievement depend on students' socio-economic status.  
*Annikue Smeding, University of Savoie*  
*Céline Darnon, Clermont University and French University Institute - Fabrizio Butera, University of Lausanne*  
15:10 - OMHP D0.08
- S102:04**      **Future directions: A multimethod approach to achievement goals**  
I call for a multimethod approach to the study of achievement goals, combining behavioral experiments with other approaches such as longitudinal survey studies, neuroimaging studies, and meta-analyses. I will present two of our projects to make this case.  
*Kou Murayama, University of Reading*  
15:30 - OMHP D0.08
- ✕ **S103**      **What would you do under threat? Current and future directions in terror management theory**  
We embed new ideas in classical theorizing on terror management theory and mortality salience (MS), illustrating their ongoing fruitfulness: MS influences social comparison and social conformity. The need for closure moderates MS effects, and bodily experiences provide existential security.  
*Deborah F. Hellmann, Criminological Research Institute of Lower Saxony, Hannover*
- S103:01**      **Mortality salience influences attention to consensus information as a means to social comparison of opinions**  
In two experiments, we showed that mortality salience increased individuals' need for social comparison of their own opinions. A third experiment revealed that mortality salience led to higher attention to consensus information and by tendency to more conformity.  
*Deborah F. Hellmann, Criminological Research Institute of Lower Saxony, Hannover*  
*Hans-Peter Erb, Helmut-Schmidt-University, Hamburg*  
14:30 - OMHP F0.01
- S103:02**      **Social norm detection and formation under threat**  
Two experiments examine social norm detection and formation under mortality salience. Results show that MS leads to extended processing of normative compared to neutral words and that under MS participants converged more strongly in an autokinetic effect paradigm.  
*Philipp Jugert, University of Leipzig*  
*Immo Fritzsche, University of Leipzig*  
14:50 - OMHP F0.01



# Scientific Programme

Saturday July 12

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- S103:03**      **Avoidance motivation underlies mortality salience effects on cultural closed-mindedness: Neural and mediational evidence**  
We present neurobehavioral evidence from two studies for a mediational role of avoidance motivation in mortality salience effects on cultural closed-mindedness. Avoidance motivation was measured by right prefrontal brain activation. Need for closure moderated mortality salience effects on avoidance motivation.  
**Dmitrij Agroskin, University of Salzburg**  
*Johannes Klackl, University of Salzburg - Eva Jonas, University of Salzburg*  
15:10 - OMHP F0.01
- S103:04**      **Embodied terror management: Interpersonal touch alleviates existential concerns among individuals with low self-esteem**  
The present research suggests that people may achieve existential security through bodily experiences with little symbolic meaning. Embodied touch experiences may thus have an important existential function, particularly for individuals with low self-esteem, who struggle to find meaning in life.  
**Mandy Tjewe A Sin, VU University Amsterdam**  
*Iris K. Schneider, VU University Amsterdam - Sander L. Koole, VU University Amsterdam*  
15:30 - OMHP F0.01
-  **T50**      **Social neuroscience: novel applications**
- T50:01**      **Beautiful friendship: Social sharing of emotions improves subjective feelings and activates the neural reward system**  
We show that the mere co-experiencing of emotional stimuli with a friend, even without communication, improves subjective feelings in parallel with recruitment of the neural reward system, suggesting an important proximate explanation for the human motivation to affiliate with others.  
**Ullrich Wagner, University of Münster and Charité Universitätsmedizin Berlin**  
*Lisa Breitschuh, Charité Universitätsmedizin Berlin - Björn H. Schott, Charité Universitätsmedizin Berlin - Job van der Schalk, Cardiff University - Antony Manstead, Cardiff University - Klaus Scherer, University of Geneva - Henrik Walter, Charité Universitätsmedizin Berlin*  
14:30 - OMHP C0.17
- T50:02**      **Personal insults hurt and they keep on hurting! Evidence from EEG and skin conductance measures**  
Using EEG and skin conductance, we show that participants are more sensitive to insulting sentences than to complimenting ones, particularly when insults are directed at the participant rather than somebody else. Also, insults continue to hurt over multiple repetitions.  
**Marijn Struiksma, UiL OTS - Utrecht University**  
*Hannah De Mulder, UiL OTS - Utrecht University - Nicola Spotorno, University of Pennsylvania - Jana Basnakova, Slovak Academy of Sciences - Jos van Berkum, UiL OTS - Utrecht University*  
14:50 - OMHP C0.17

# Scientific Programme

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- T50:03**      **Neurocognitive correlates of the need for closure**  
 We found that differences between people with high and low need for closure (NFC) are evident neurophysiologically. More specifically, people with high (compared low) NFC had higher components associated with information selection and lower components related to conflict monitoring.  
*Gabriela Czarnek, Jagiellonian University*  
*Małgorzata Kossowska, Jagiellonian University - Marcin Bukowski, Jagiellonian University - Mirosław Wyczesany, Jagiellonian University - Eligiusz Wronka, Jagiellonian University*  
 15:10 - OMHP C0.17
- T50:04**      **The neural basis of the romantic red effect**  
 The data of an fMRI study suggest that the reward value of an attractive face is modulated by the color red.  
*Daniela Niesta Kayser, University of Potsdam*  
*Andrew J. Elliot - Kou Murajama - Keith Schneider*  
 15:30 - OMHP C0.17
- ✦ **T51**      **Justice**
- T51:01**      **Power and revenge**  
 A series of studies demonstrate that people who are not accustomed to holding power are more likely to be vengeful when put in charge. Experienced power-holders, on the other hand, are more tolerant of perceived wrongdoing.  
*Mario Weick, University of Kent*  
*Peter Strelan, University of Adelaide - Milica Vasiljevic, University of Cambridge*  
 14:30 - OMHP C2.17
- T51:02**      **Interpreting the subjective value of outcomes by following a person's gaze**  
 Eye-tracking studies investigating decisions in simple money allocation tasks, we show that the number of fixations, the proportion of inspected information and the degree of attention towards the others' payoffs increase with absolute deviation from a pure selfish orientation.  
*Susann Fiedler, MPI for Research on Collective Goods*  
*Andreas Glöckner, University of Göttingen - Carsten de Dreu, University of Amsterdam*  
 14:50 - OMHP C2.17
- T51:03**      **Confessions seal the deal, don't they? How the shattering effect of confessions can be weakened**  
 Confessions can be false. However, even retraced or inadmissible confessions can have far-reaching consequences. Three studies show that the postponed presentation of confessions evidence leads to less biased information processing and fewer guilty verdicts. Practical implications will be discussed.  
*Susanne M. Schmittat, University of Cologne*  
*Birte Englich, University of Cologne*  
 15:10 - OMHP C2.17

# Scientific Programme

Saturday July 12

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- T51:04**      **Culpable causation and causal structure**  
We investigated whether the kind of causal connection between an act and an outcome affected responsibility and blame attributions for that outcome, and whether these fitted the predictions of the culpable causation model (Alicke, 2000).  
*Denis Hilton, University of Toulouse*  
*Christophe Schmeltzer, University of Toulouse*  
15:30 - OMHP C2.17
- T51:05**      **Are you trustworthy? Social disadvantage as moderator of just world threat effects on interpersonal trust**  
We expect that threatening vs. supporting the belief in a just world (BJW) diminishes interpersonal trust if people belong to a disadvantaged group and hold a high BJW. Three experiments confirm these predictions in the gender context.  
*Bianca von Wurzbach, University of Mannheim*  
*Herbert Bless, University of Mannheim*  
15:50 - OMHP C2.17
-  **T52**      **Prosocial and antisocial behaviour**
- T52:01**      **What money can't buy: The psychology of financial overcompensation**  
The present research show that (financial) overcompensation – even though such compensation best satisfies a victim's economic needs – does not provide any surplus value in terms of psychological outcomes and relationship continuation (relative to equal compensation).  
*Tessa Haesevoets, Ghent University*  
*Alain Van Hiel, Ghent University - Chris Reinders Folmer, Ghent University - David De Cremer, China Europe International Business School*  
14:30 - OMHP A0.08
- T52:02**      **Feeling entitled to more: Ostracism increases dishonest behavior**  
The research tested when and why ostracism increases dishonesty. Five experiments showed that ostracism increases people's levels of dishonest intentions as well as dishonest behavior. In addition, increased feelings of entitlement mediate the effect of ostracism on dishonesty.  
*Zhansheng Chen, The University of Hong Kong*  
*Kai-Tak Poon, The University of Hong Kong - C. Nathan DeWall, University of Kentucky*  
14:50 - OMHP A0.08
- T52:03**      **Inducing generosity among proselves versus prosocials: Cues of gossip and strategic reputation building**  
This research tested whether and how people strategically change their behavior when there are subtle cues of being gossiped. Results suggest that even the existence of one gossip channel can be powerful for inducing generosity and promoting trust.  
*Junhui Wu, VU University Amsterdam*  
*Daniel Balliet, VU University Amsterdam - Paul A.M. Van Lange, VU University Amsterdam*  
15:10 - OMHP A0.08

# Scientific Programme

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- T52:04**      **Investigating the social costs of confronting environmental disregard**  
We investigated the social costs associated with confronting environmental disregard and racism respectively. Four studies identified high social costs (reduced perception of warmth and feeling of closeness) for those confronting environmental disregard but not for those confronting racism.

**Katharine Steentjes, University of Exeter**

*Tim Kurz, University of Exeter - Manuela Barreto, University of Exeter - Thomas Morton, University of Exeter*

15:30 - OMHP A0.08

- T52:05**      **Evidence for the impact of empathy on hand hygiene in critical settings**  
Empathy as an interpersonal orientation is considered as a predictor of hand hygiene behavior, a behavior with an important potential impact on others. Correlational and experimental data from three studies (field and lab) support this assumption.

**Svenja Diefenbacher, Ulm University**

*Claudia Sassenrath, Ulm University - Johannes Keller, Ulm University*

15:50 - OMHP A0.08



- T53**      **Emotional processes and everyday behaviour**

- T53:01**      **Guided by voices: Action versus state orientation moderates mood contagion by auditory cues**

In two studies participants listened to a text spoken in a happy or sad voice. Action-oriented but not state-oriented participants felt happier after listening to the happy compared to sad voice, suggesting that "mood contagion" is modulated by self-regulatory processes.

**Nils Jostmann, University of Amsterdam**

*Disa Sauter, University of Amsterdam*

14:30 - OMHP F0.02

- T53:02**      **Variations in ideal affect when influencing others of different motivational orientation**

Participants engaged in a persuasive task in order to determine preferred ideal affective states when interacting with people of different motivational orientations. Results suggest the importance of considering the effects of different situations, and utility, in investigating ideal affect.

**Natasha Phiri, University of Oxford**

*Dr. Brian Parkinson, University of Oxford*

14:50 - OMHP F0.02

- T53:03**      **The highs and lows of negotiation: Effect of status, contempt and anger on negotiation outcomes**

This talk investigates effect of status, contempt and anger on negotiation outcomes. Results indicated that more concessions were made to angry partners compared to contemptuous partners. Also, more concessions were made to low status partners than to high status partners.

**Swati Kanoj, University of Oxford**

*Dr Brian Parkinson, University of Oxford*

15:10 - OMHP F0.02

# Scientific Programme

Saturday July 12

14:30 - 16:10

- T53:04**      **Proud to cooperate: The Consideration of Pride Versus Joy and Cooperation in a Social Dilemma**  
We study how the consideration of pride, a morally relevant emotion, influences choices in social dilemmas, compared to considering positive, non moral emotions. We find that considering future pride-eliciting events promotes cooperation in socio-economic contexts, compared to considering future joy.  
**Anna Dorfman, Ben Gurion University of the Negev**  
*Tal Eyal, Ben Gurion University of the Negev - Yoella Bereby-Meyer, Ben Gurion University of the Negev -*  
15:30 - OMHP F0.02
- T53:05**      **To come together or to fall apart: Humiliation and affiliation during initiation rituals**  
Humiliation during initiation rituals in fraternities and sororities is often considered to have a prosocial function. In this research it was proposed and found that humiliation, especially when being hazed alone, has negative, rather than positive consequences for group-bonding.  
**Liesbeth Mann, University of Amsterdam**  
*Allard R. Feddes, University of Amsterdam - Bertjan Doosje, University of Amsterdam - Agneta H. Fischer, University of Amsterdam*  
15:50 - OMHP F0.02

# Scientific Programme

Saturday July 12

16:20 - 18:00



S104

## **How status, stereotypes, and lack of control reinforce and maintain the status quo**

This symposium brings together five speakers who examine how status and stereotypes influence processes at the intrapersonal, interpersonal, and intergroup level in ways that functionally reinforce and maintain existing social hierarchies

**Theresa Vescio, Pennsylvania State University**

*Ana Guinote, University College London*

S104:01

### **Limits of control: Effects of uncontrollability on attentional control and flexibility of social categorization**

We examined the influence of various control deprivation experiences on the efficiency of attentional control and the flexibility of social categorization. We found that high levels of control deprivation impair executive attention, whereas moderate levels promote flexibility of processing.

**Marcin Bukowski, Jagiellonian University**

*Dariusz Asanowicz, Jagiellonian University - Anna Marzecová, Leipzig University - Juan Lupiáñez, University of Granada*

16:20 - Aula

S104:02

### **Collective agency as an avenue to group-based control**

We present evidence that collective agency restores people's sense of control when threatened. Making salient lacking personal control increased approval of ingroup action and preference for agentic ingroups. Furthermore, responses to control threat were eliminated when collective action was salient.

**Immo Fritzsche, Universität Leipzig**

*Janine Deppe, Universität Leipzig - Christina Lell, Universität Leipzig - Josefine Schulze, Universität Leipzig*

16:40 - Aula

S104:03

### **It's nice to be nice, or is it? Talking up and talking down**

Positivity biases maintain hierarchies: (a) stereotyping by omission, (b) stagnating stereotypes, (c) communicating innuendo, (d) communicating rank, and (e) perpetuating racial divides. Black communicators and upward comparers emphasize competence, downplaying warmth - Whites and downward comparers emphasize warmth, downplaying competence.

**Susan Fiske, Princeton University**

*Cydney Dupree, Princeton University - Jill Swencionis, Princeton University*

17:00 - Aula

S104:04

### **Status affects objective displays of warmth and competence**

Studies examined the effects of status on competence and warmth in adults and children. Status differences in competence predicted increases in warmth and depended upon task, low-status. High- (vs. low-) status individuals were viewed as more competent and less warm.

**Ana Guinote, University College London**

*Ioanna Cotzia, University College London*

17:20 - Aula

# Scientific Programme

Saturday July 12

16:20 - 18:00

S104:05

## **Power sharing and the maintenance of the status quo**

Power is relinquished when group goals are salient and relinquishing power forwards the group interest. Importantly, stereotypes inform decisions to whom power is relinquished - co-workers are less likely to be awarded power when Black vs. White and female vs. male.

**Theresa Vescio, Pennsylvania State University**

*Nathaniel Ratcliff, Pennsylvania State University - Julia Dahl, Pennsylvania State University*

17:40 - Aula



T54

## **Groups, discrimination and respect**

T54:01

### **Black on black imagined contact: Improving ingroup attitudes and reducing self-stereotyping with imagined interactions.**

Across 3 experiments, imagined contact improved Black participants' beliefs about and attitudes toward other Black people, and improved their performance on a challenging maths test. This supports imagined contact as a mechanism to reduce self-stereotyping and counter stereotype threat.

**Keon West, Goldsmiths, University of London**

16:20 - VOC zaal

T54:02

### **Friends like these: A longitudinal study of the role of defenders in friendship groups**

This longitudinal study looks at the specific friendship group memberships of defenders among 1, 234 UK children, aged 11-13 years, and at their impact on later peer victimization. Having a defender in one's friendship group is protective against victimization.

**Sian Jones, Oxford Brookes University**

*Claire Fox, Keele University - Simon Hunter, University of Strathclyde*

16:40 - VOC zaal

T54:03

### **Intragroup harmony as a precondition for intergroup harmony: When cooperation fails to improve intergroup relations.**

Three experiments examined the prediction that intragroup harmony is a precondition for intergroup cooperation to have positive effects. Results show that intergroup cooperation is constructive when there is intragroup harmony. When there is intragroup discord, intergroup cooperation attempts are destructive.

**Hedy Greijdanus, University of Groningen**

*Tom Postmes, University of Groningen - Ernestine Gordijn, University of Groningen - Martijn van Zomeren, University of Groningen*

17:00 - VOC zaal

T54:04

### **R-E-S-P-E-C-T... find out what it means: The role of respect in group life**

We present a series of studies which further clarify the distinctive conceptual nature of respect in group life. We discuss 1) the theoretical implications of our findings within the intragroup literature, and 2) practical implications of respect for relevant societal issues.

**Larissa Nägler, Friedrich Schiller University Jena**

*Nicole Harth, Friedrich Schiller University Jena - Alexander Zelasny, Friedrich Schiller University Jena - Katharina Vogt, Friedrich Schiller University Jena - Thomas Kessler, Friedrich Schiller University Jena*

17:20 - VOC zaal



# Scientific Programme

Saturday July 12

16:20 - 18:00

**T54:05**      **Within-race skin tone bias in educational expectations: Evidence from the mes-tizo population in Chile**  
Within-race skin tone bias in educational expectations was observed in the Chilean mestizo group regardless of the level of other important social factors that are more generally known to cause educational biases (e.g., gender, socioeconomic background, and ethnic origin).

**Joke Meeus, Pontificia Universidad Católica de Chile**

*Roberto González, Pontificia Universidad Católica de Chile - Javiera Paredes Mayor, Pontificia Universidad Católica de Chile*

17:40 - VOC zaal



**S105**      **Construing identities, constructing the self: How relationships between multiple identities influences resilience and well-being**

This symposium brings together research that focuses on how multiple identities are understood as components of, and in relation to, the self and other. It highlights that the relationship between identities matters for facing challenges, managing transitions, and enhancing well-being.

**Ilka H. Gleibs, London School of Economics and Political Science**

*Janelle M. Jones, Queen Mary University of London*

**S105:01**      **Perceived relationships between multiple groups can facilitate, or undermine, cognitive persistence**

In two studies the number (2,5) and perceived relationships (similar/different - positive/negative) between multiple social categories were manipulated before participants completed a cognitive challenge (unsolvable anagram). Focusing on similarities between multiple social categories promoted, whereas focusing on negatives undermined, cognitive persistence.

**Janelle M. Jones, Queen Mary University of London**

*Jolanda Jetten, University of Queensland, Australia - Michael T. Schmitt, Simon Fraser University*

16:20 - Doelenzaal

**S105:02**      **The relationship between multiple group membership and well-being: Looking beyond quantity**

Two studies examined the relationship between multiple group membership and well-being. Results indicated that the contribution of multiple groups to well-being depends on the distinctiveness, compatibility and value of the associated identities. Identity expression and social support mediate the relationship.

**Anders Sonderlund, University of Exeter**

*Thomas Morton, University of Exeter - Michelle Ryan, University of Exeter*

16:40 - Doelenzaal

**S105:03**      **From fits and misfit: Consequences of identity change at university entry**

Two studies focus on the integration of a new identity into a larger network of identities. Results indicate that the relationship between multiple identities, identity integration and subjective well-being is mediated through meaning in life and psychological misfit.

**Ilka H. Gleibs, London School of Economics and Political Science**

*Daniel Frings, London Southbank University*

17:00 - Doelenzaal

# Scientific Programme

Saturday July 12

16:20 - 18:00

- S105:04**      **The effect of dialectical thinking on responses to identity conflict**  
Three studies demonstrate that dialectical thinking (construing one's self as flexible) moderates the relationship between conflicting identities and well-being. Dialectical thinkers are happier when dealing with conflicting (rather than non-conflicting) roles, while the opposite is true for non-dialectical thinkers.  
*Anna Rabinovich, University of Exeter*  
17:20 - Doelenzaal
- S105:05**      **Discussant**  
*Kay Deaux, City University of New York - New York University*  
17:40 - Doelenzaal
- ✕ S106**      **Intergroup helping: A focus on the positive side**  
Past research on intergroup helping studied the reasons why people are NOT willing to help outgroups, leaving us with a lack of knowledge about why people DO often help outgroups. The symposium combines five accounts of facilitators of intergroup helping.  
*Hanna Zagefka, Royal Holloway University of London*  
*Esther van Leeuwen, VU University Amsterdam*
- S106:01**      **Psychological determinants of international aid: Interactive effects of perceived intergroup (dis)similarities and perceived group-level reciprocity**  
In line with a group-level perspective on helping, two experiments confirmed that anticipated group-level reciprocity had significant effects on participants' support of bilateral aid when a victimized out-group was culturally dissimilar but not when it was similar to participant's in-group.  
*Stefan Stuermer, FernUniversität Hagen*  
*Alexander N. Bodansky, FernUniversität Hagen*  
16:20 - Universiteitstheater
- S106:02**      **Outgroup helping is equally effective in increasing group distinctiveness as derogation**  
This research studied the effectiveness of third party helping as a tool to increase group distinctiveness. Third party helping increased perceived distinctiveness in four studies, and was actively used in response to a threat to group distinctiveness in Study 5.  
*Esther van Leeuwen, VU University Amsterdam*  
16:40 - Universiteitstheater
- S106:03**      **Sharing with outgroup members – the role of identifiability and groups' cohesiveness**  
We examine the role of identifiability in sharing behavior in intergroup contexts in both children and adults, suggesting that in highly-cohesive groups, identifiability increases sharing with outgroup but not with ingroup, while the opposite effect is observed in low-cohesive groups.  
*Tehila Kogut, Ben Gurion University*  
*Ilana Ritov, Hebrew University*  
17:00 - Universiteitstheater

# Scientific Programme

Saturday July 12

16:20 - 18:00

- S106:04**      **The effects of perpetrator group membership on charitable giving**  
 The goal was to understand how perpetrator group membership affects donations towards international conflicts and disasters, e.g. the Syrian conflict. Results across two experimental studies demonstrated that manipulating the perpetrator of a disaster can affect donations and responsibility attributions.  
*Trevor James, Royal Holloway University of London*  
 17:20 - Universiteitstheater
- S106:05**      **Familiarity breeds compassion: knowledge of disaster areas and willingness to donate money to disaster victims**  
 The goal was to test whether knowing more about a disaster would increase donations to outgroup victims. Identification with the victims was proposed to be a mediator. Support was found in one survey, one experiment and one quasi-experiment.  
*Hanna Zagefka, Royal Holloway University of London*  
 17:40 - Universiteitstheater
- ✕ **S107**      **Toward a differentiated social endocrinology: Conditions of oxytocin effects on social experience and behavior**  
 To promote a differentiated social endocrinology, the symposium examines conditions under which oxytocin shapes social experience and behavior. Some presentations highlight individual conditions in responses to negative social events - others reveal contextual factors in social norm enforcement, trust, and conformity.  
*Gerald Echterhoff, University of Münster*  
*Michaela Pfundmair, LMU Munich (Ludwig-Maximilians-Universität München)*
- S107:01**      **Tuning social approach to the motivational context with oxytocin**  
 Oxytocin can promote social approach in humans by increasing approach tendencies to social threat in low socially anxious participants (Study 1) and by tuning amygdala activity to the motivational context of social approach in safe environments (Study 2).  
*Sina Radke, University Hospital RWTH Aachen*  
*Karin Roelofs, Radboud University Nijmegen - Ellen de Bruijn, Leiden University*  
 16:20 - OMHP D0.09
- S107:02**      **The interplay of oxytocin and collectivistic orientation shields against negative effects of social exclusion**  
 We investigated whether individual differences in collectivistic orientation moderate the influence of oxytocin on responses to social exclusion. Indeed, our study showed that a collectivistic worldview (involving a propensity for cooperation and social connectedness) permits oxytocin to attenuate ostracism effects.  
*Michaela Pfundmair, LMU Munich (Ludwig-Maximilians-Universität München)*  
*Gerald Echterhoff, University of Münster - Nilüfer Aydin, LMU Munich (Ludwig-Maximilians-Universität München) - Dieter Frey, LMU Munich (Ludwig-Maximilians-Universität München)*  
 16:40 - OMHP D0.09

# Scientific Programme

Saturday July 12

16:20 - 18:00

- S107:03**      **Effects of oxytocin and pupil-size synchronization on trust**  
 Research has shown that humans synchronize their pupil-size with each other. We show that pupil-size synchronization induces pro-social choices in economic decision making games and that oxytocin moderates these effects.  
**Mariska Esther Kret, University of Amsterdam**  
*Jolien van Breen, Groningen University - Agneta H. Fischer, University of Amsterdam - Carsten K.W. de Dreu, University of Amsterdam*  
 17:00 - OMHP D0.09
- S107:04**      **The justice spray: The role of oxytocin in social norm enforcement**  
 We explore the effects of oxytocin on social norm enforcement. Results demonstrate that oxytocin increased punishment of norm violators, but did not affect victim compensation. Positive, pro-social effects of oxytocin are context-dependent, and oxytocin can also promote 'negative' behaviors.  
**Mirre Stallen, Radboud University Nijmegen, Donders Institute for Brain, Cognition and Behaviour**  
*Filippo Rossi, University of Arizona, Tuscon - Amber Heijne, Radboud University Nijmegen, Donders Institute for Brain, Cognition and Behaviour - Ale Smidts, Rotterdam School of Management, Erasmus University Rotterdam - Carsten K.W. de Dreu, University of Amsterdam - Alan G. Sanfey, Radboud University Nijmegen, Donders Institute for Brain, Cognition and Behaviour*  
 17:20 - OMHP D0.09
- S107:05**      **Intranasal oxytocin administration modulates social influence on memory**  
 Human memory is highly sensitive to social influence, but the neuromodulatory systems involved are unknown. We found that oxytocin had divergent effects on memory conformity in a social misinformation paradigm: It increased transient public compliance, but decreased persistent private conformity.  
**Micah Edelson, Department of Neurobiology, the Weizmann Institute of Science, Israel**  
*Maya Shemesh, the Weizmann Institute of Science - Avi Weizman, Geha Psychiatric Center, Beilinson Campus, Petach Tikva - Shahak Yariv, the Weizmann Institute of Science - Yadin Dudai, the Weizmann Institute of Science*  
 17:40 - OMHP D0.09
- ✖ S108**      **When the past is difficult: Counterfactuals, regrets, and justifications**  
 The symposium illustrates the effects of recollecting the past on emotions, self- and other-presentation and goal-pursuit behaviour. Post-decisional regret, counterfactual thinking and counterfactual communication are discussed.  
**Patrizia Catellani, Catholic University of Milan, Italy**  
*Neal Roese, Northwestern University - Marcel Zeelenberg, Tilburg University*
- S108:01**      **Contextualizing regret**  
 Two studies examined the effects of status quo maintenance/change and opportunity on regret intensity. Status quo maintenance under conditions of high future opportunity and status quo change under conditions of low future opportunity elicited the highest levels of regret.  
**Keith D. Markman, Ohio University**  
 16:20 - OMHP D1.09

# Scientific Programme

Saturday July 12

16:20 - 18:00


- S108:02**      **Universality and cultural variation in the experience of regret**  
We examined American, Dutch, Israeli and Taiwanese participants and found evidence for universality of the distinct emotion components of regret, compared to disappointment and guilt, and for cultural variation in the frequency and intensity of intrapersonal and interpersonal regrets.  
**Marcel Zeelenberg, Tilburg University**  
*Seger M. Breugelmans, Tilburg University - Thomas Gilovich, Cornell University - Wen-Hsien Huang, National Chung Hsing University - Yaniv Shani, Tel-Aviv University*  
16:40 - OMHP D1.09
- S108:03**      **Buyer's remorse: What purchases are most regrettable?**  
What purchases hold the greatest potential for buyer's remorse? Two surveys pinpoint the biggest regrets of consumer spending as deriving from entertainment, and more specifically, consumer electronics.  
**Neal J. Roese, Northwestern University**  
17:00 - OMHP D1.09
- S108:04**      **The effects of counterfactual attacks and defences on social judgements**  
In a series of studies, impression management through counterfactual communication was analysed. Counterfactual messages employed as attacks or defences were more effective than the corresponding factual messages in influencing judgments and attributions, even in the presence of ingroup favouritism.  
**Patrizia Catellani, Catholic University of Milan**  
*Mauro Bertolotti, Catholic University of Milan*  
17:20 - OMHP D1.09
- S108:05**      **How tempting counterfactuals influence goal pursuit**  
Our research investigates how individuals respond to counterfactual temptations that could have inhibited their goal striving. We found that such tempting counterfactuals function as a facilitating factor and stimulate further goal pursuit.  
**Johannes Seehusen, University of Groningen, the Netherlands**  
*Kai Epstude, University of Groningen - Russell Spears, University of Groningen*  
17:40 - OMHP D1.09

- ✕ **S109**      **Does moral disgust really respond to harm and unfairness? Perspectives and resolutions.**  
Can moral disgust truly arise from acts that cause harm or unfair treatment? Or, once unconfounded from anger, does disgust most clearly characterize moral purity violations? This symposium presents evidence on both sides as well as two integrative perspectives.  
**Roger Giner-Sorolla, University of Kent**
- S109:01**      **Desiring counter-normative sexual acts**  
Anger and disgust play unique roles in morality - the absence of consent increases levels of anger directed at the transgressor and disgust increases in the presence of desire or mutual consent for counter-normative sexual acts.  
**Pascale Sophie Russell, University of Surrey**  
*Jared Piazza, University of Pennsylvania*  
16:20 - OMHP D0.08

# Scientific Programme

Saturday July 12

16:20 - 18:00

- S109:02**      **Trait physical disgust is related to moral judgments outside of the purity domain**  
 Consistent with a broad role for disgust in morality, we found that individuals higher in trait physical disgust were more condemning of transgressions outside of the purity domain, as well as more likely to moralize violations of social convention.  
*Hannah Chapman, Brooklyn College*  
*Adam Anderson, Department of Human Development, Cornell University*  
 16:40 - OMHP D0.08
- S109:03**      **Character and desire: Reasons why people sometimes feel moral disgust towards harm?**  
 Research has often linked purity moral violations to disgust, and harm violations to anger. However, two new studies show that for both purity and harm violations, another person's immoral desires influence character judgments, which predict disgust more so than anger.  
*Roger Giner-Sorolla, University of Kent*  
*Celia Chambers, University of Kent*  
 17:00 - OMHP D0.08
- S109:04**      **The two phenomena underlying moral disgust**  
 I propose that the relationship between disgust and morality reflects two phenomena: 1) the tendency for people to morally condemn disgust-eliciting acts - and 2) the tendency for people to use the language of disgust to advertise condemnation of moral violations.  
*Joshua M. Tybur, VU Amsterdam*  
 17:20 - OMHP D0.08
- S109:05**      **Discussant**  
*Jason Clark, Universität Osnabrück*  
 17:40 - OMHP D0.08
-  **T55**      **Motivation and goal pursuit**
- T55:01**      **When motivational consequences of ego depletion collide: Conservation dominates over reward-seeking**  
 Existing research shows that ego depletion both increases the need to conserve energy and promotes approach tendencies. These dual motivations may be paradoxical in many situations. In two experiments we showed that, when clashing, conservation is dominant over approach tendencies.  
*Mauro Giacomantonio, University of Rome "Sapienza"*  
*Jennifer Jordan, University of Groningen - Bob M. Fennis, University of Groningen - Angelo Panno, University of Rome "Sapienza"*  
 16:20 - OMHP F0.01

# Scientific Programme

Saturday July 12

16:20 - 18:00

- T55:02**      **Correction versus habituation as an explanation for less food consumption after the imagination of food**  
The imagination of food consumption can lead to less actual food consumption (Morewedge et al., 2010). In two studies it was tested if this finding may be better explained by correction processes than by habituation. Different practical implications would follow.  
*Birte Englisch, University of Cologne*  
16:40 - OMHP F0.01
- T55:03**      **Is competition always 'healthy'? Cognitive versus motivational routes to learned helplessness in the performance domain.**  
In two studies we showed that people experienced learned helplessness when performance comparisons were made intra-individually. However, inter-individual comparisons did not lead to helplessness. We propose that these effects are due to the activation of a cognitive and motivational route respectively.  
*Sindhuja Sankaran, Jagiellonian University, Krakow*  
*Ulrich von Hecker, Cardiff University*  
17:00 - OMHP F0.01
- T55:04**      **Free to punish: A motivated account of free will belief**  
We argue that free will beliefs flow from punitive motivations. Across nine studies, free will beliefs increased after inducing punitiveness, and buffered against the negative consequences of punitiveness. Free will beliefs may reflect a drive toward a morally significant world.  
*Cory Clark, University of California, Irvine*  
*Jamie Luguri, Yale University - Peter Ditto, University of California, Irvine - Joshua Knobe, Yale University - Azim Shariff, University of Oregon - Roy Baumeister, Florida State University*  
17:20 - OMHP F0.01
- T55:05**      **Being powerful and being avoidant: Negative affect reverses the effects of power on approach-avoidance motivation**  
In 3 experiments, social power and negative affect (sad mood, disgust) were manipulated. When in negative affective states, powerful individuals were more avoidance oriented than powerless individuals and control participants, and showed greater accessibility of avoidance goals.  
*Laura de Molière, University College London*  
*Ana Guinote, University College London*  
17:40 - OMHP F0.01



# Scientific Programme

Saturday July 12

16:20 - 18:00



## T56 Embodiment and physical actions

### T56:01 Embodied emotion regulation: When body posture hurts or helps regulation of sadness

Does it help to "sit up straight" when you are sad? Yes and no. Four studies show that a stooped posture inhibits emotional recovery, but sitting straight does not facilitate emotional recovery. Embodied interventions may benefit emotion regulation.

**Lotte Veenstra, VU University Amsterdam**

*Iris K. Schneider, VU University Amsterdam - Sander L. Koole, VU University Amsterdam*

16:20 - OMHP C0.17

### T56:02 Facial mimicry predicts attitudes toward the brand in persuasive video stimuli

We examined if presence of reactive avatar influenced people's facial expressions of happiness (FEH) during exposure to an ad and subsequently attitudes towards brand (AB). We found that a "disgusted" avatar decreased FEH, which in turn caused lower AB.

**Peter Lewinski, University of Amsterdam**

*Marieke Fransen, University of Amsterdam - Ed Tan, University of Amsterdam - Crystal Butler, New York University - Karolina Czarna, University of Warsaw*

16:40 - OMHP C0.17

### T56:03 Serenity in the face of threat: Cultural and self-construal differences in dealing with social exclusion

We examined whether cultural and self-construal differences in responses to social exclusion are due to less experience of threat in collectivists rather than more regulation of experienced threat. Physiological and embodied cognition data suggest less experience of threat in collectivists.

**Verena Graupmann, DePaul University**

*Michaela Pfundmair, University of Munich - Nilüfer Aydin, University of Munich*

17:00 - OMHP C0.17

### T56:04 On affect and tendencies to approach and avoid: Chen and Bargh (1999) revisited

Within the literature on emotion and approach-avoidance behavior the work by Chen and Bargh (1999) takes up a prominent place (cited 727 times, November 7th, 2013). I will present data of an exact replication attempt.

**Mark Rotteveel, University of Amsterdam**

17:20 - OMHP C0.17



## T57 Power and status

### T57:01 Surveillance and sousveillance: Processes of power and resistance

Three studies investigated whether people use monitoring from above (surveillance) and/or below (sousveillance) in situations where they feel powerless. Results suggested threatened power results in surveillance, but for those in already subordinate positions, perceived illegitimacy is a more useful predictor.

**Aisling O'Donnell, University of Limerick**

16:20 - OMHP C2.17

# Scientific Programme

Saturday July 12

16:20 - 18:00

- T57:02**      **The “moral advantage” of the powerful in selling a just war**  
 In this talk we propose that being perceived as powerful offers an advantage in gaining outsiders' support for violence. However, this effect only occurs when violence does not violate moral boundaries or can be understood in moral terms.  
*Elanor Kamans, University of Groningen*  
*Martijn van Zomeren, University of Groningen - Ernestine H. Gordijn, University of Groningen - Tom Postmes, University of Groningen*  
 16:40 - OMHP C2.17
- T57:03**      **Low status students' upward mobility process at university: Status, success and performance-avoidance goal endorsement**  
 The present research examines social status and academic competence as antecedents of performance-avoidance goal endorsement at university. Four studies showed that the higher their academic level, the more low status students endorsed performance-avoidance goals compared to high status students.  
*Mickaël Jury, Clermont University, Blaise Pascal University*  
*Annique Smeding, University of Savoie - Céline Darnon, Clermont University, Blaise Pascal University & University Institute of France*  
 17:00 - OMHP C2.17
- T57:04**      **Poverty: Consequences and interventions**  
 Using randomized field experiments, we find that poverty directly impedes cognitive function in low-income individuals, and that self-affirmation improves the cognitive performance and decisions of these individuals. This provides a new perspective on poverty and has important implications for policy.  
*Jiaying Zhao, University of British Columbia*  
 17:20 - OMHP C2.17
- T57:05**      **Putting in question the unemployed stigma! The moderating role of legitimacy on coping strategies.**  
 Based on the Rejection-Identification Model, this study investigates the moderating role of perceived legitimacy of unemployed people's stigma on the link between, on the one hand, perceived discrimination and group identification and on the other hand, group identification and well-being.  
*David Bourguignon, Lorraine University (at Metz)*  
*Ginette Herman, Université catholique de Louvain, Louvain-la-Neuve, Belgium*  
 17:40 - OMHP C2.17



**T58**      **The role of emotion in everyday life**

- T58:01**      **When stepping outside the self is not enough: self-distancing reduces basic but not self-conscious emotions**  
 We examined the effectiveness of self-perspective (distanced vs. immersed) in regulating self-conscious versus basic emotions. A self-distanced perspective attenuated feelings of sadness and anger, but not of shame and guilt, resulting from differences in appraisals underlying the experienced emotion.  
*Maayan Katzir, Ben-Gurion University*  
*Tal Eyal, Ben-Gurion University of the Negev*  
 16:20 - OMHP A0.08

# Scientific Programme

Saturday July 12

16:20 - 18:00

- T58:02**      **Emotion regulation and the overestimation of future guilt and shame**  
 This study provides compelling support for the hypothesis that a major source of the intensity bias in affective forecasting is that people fail to anticipate that they readily regulate an emotion-eliciting event and that this regulation attenuates their experienced emotions.  
*Wilco Van Dijk, Leiden University*  
*Lotte F. van Dillen, Leiden University - Mark Rotteveel, University of Amsterdam - Elise C. Seip, University of Amsterdam*  
 16:40 - OMHP A0.08
- T58:03**      **Disgust and fear lower olfactory threshold**  
 Core disgust influences sensitivity to olfactory cues but supportive evidence gathered have measured cognitive/behavioral reactivity rather than perceptual thresholds per se. Across three studies, we found that disgust and fear lowered olfactory thresholds, particularly in individuals high in disgust sensitivity.  
*Kai Qin Chan, Radboud University Nijmegen*  
*Rob W. Holland, Radboud University Nijmegen - Ruud van Loon, Radboud University Nijmegen - Roy Arts, Radboud University Nijmegen - Ad van Knippenberg, Radboud University Nijmegen*  
 17:00 - OMHP A0.08
- T58:04**      **Guilty Pleasures: The effects of reading submission and dominance erotica on arousal and gender beliefs**  
 This experiment investigates the effects of sexual submission and dominance erotica on arousal and gender beliefs. Participants' arousal and gender beliefs were measured, with significant increases in benevolent sexism and rape myth acceptance after reading female submission erotica.  
*Emily Harris, University of Queensland*  
*Fiona Kate Barlow, University of Queensland*  
 17:20 - OMHP A0.08
- ✦ **T59**      **Maintenance processes in social relationships**
- T59:01**      **Social mindfulness, or why giving choice is being chosen**  
 Social mindfulness requires the presence of both skill and will to act mindfully toward another person's control over outcomes. Two studies show how variations in social mindfulness may play an important part in relationship management at interpersonal and group level.  
*Niels J. Van Doesum, VU University Amsterdam*  
*Paul A. M. Van Lange, VU University Amsterdam*  
 16:20 - OMHP F0.02
- T59:02**      **How self-disclosure on social networking sites fosters relationships – the role of intimacy and entertainment**  
 The paper examines the role of public and private self-disclosure on SNS in creating a feeling of connection. Next to the classical link between intimacy of self-disclosure and relational outcomes, a second path via entertainment is proposed and found  
*Sonja Utz, Knowledge Media Research Center*  
 16:40 - OMHP F0.02

# Scientific Programme

Saturday July 12

16:20 - 18:00

T59:03

**The effects of “piropos” on young women’s self-objectification, well-being and sense of power.**

The study tested how the use of flattering comments (“piropos”) showed to be harmful for non sexist women but not for sexist ones. However, both sexist and non sexist women reported more self-objectification when they were exposed to a “piropo”.

***Alba Moya-Garofano, University of Granada***

*Jesús L. Megías, University of Granada - Rosa Rodríguez-Bailón, University of Granada*

17:00 - OMHP F0.02



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Hanne Watkins	P05:34	Z Maarten Zaal	S44:03
Susan Watt	T30:02	Hanna Zagefka	S106:05
Adam Waytz	S65:05	Jamil Zaki	S40:01
Hugh Webb	S03:05	Lysann Zander	S05:04
Mario Weick	T51:01	Antonella Ludmila Zapata-Calvente	P03:86
Anouk van der Weiden	S06:02	Agnieszka Golec de Zavala	S43:03
Rebecca Weil	P01:08	Alexandra Zech	P03:20
Ori Weisel	S24:01	Marcel Zeelenberg	S108:02
Alexa Weiss	P05:41	Iris Žeželj	S71:03
Joseph Wellman	T08:05	Yun Lucy Zhang	P03:51
Stephanie C.M. Welten	S07:02	Jiaying Zhao	T57:04
Eric D. Wesselmann	P02:42	Xue Michelle Zheng	P05:96
Janet Wessler	P01:50	Julia Zimmermann	S95:01
Keon West	T54:01	Martijn Van Zomeren	S44:01, S68:05
Colin Westcott	P06:103	Elena Zubieta	P03:115
Jacob Westfall	S20:03	Michael Zürn	P01:91
Dale Weston	S72:03		
Melissa A. Wheeler	P05:38		
Frank Wieber	T05:04		
Virginie Wiederkehr	P03:03		
Tim De Wilde	P04:109		
Tim Wildschut	S93:04		
Shaun Wiley	P02:84		
Clara L. Wilkins	S99:02		
Kipling D. Williams	S87:05		
Amanda Williams	T03:01		
Scott S. Wiltermuth	S12:02		
Ben Windsor-Shellard	T01:05		
Coen Wirtz	T41:03		
Frank de Wit	S66:03		
Anna Włodarczyk	P02:88		
Adrian Wójcik	P04:47		
Ralf Woelfer	S53:01		
Bogdan Wojciszke	T02:05		
Lukas Wolf	T29:01		
Job van Wolferen	P04:93		
Christine Wolfgramm	P04:39		
Ilka Wolter	P03:101		
Karl-Andrew Wolter	S08:04		
Dustin Wood	S50:03		
Rex Wright	S42:01		
Junhui Wu	T52:03		
Dirk Wulff	S92:01		
Bianca von Wurzbach	T51:05		
Natalie A. Wyer	S12:04		



# Programme Overview

Wednesday July 9

09:00 - 18:55

Location	Aula	VOC Zaal	Doelenzaal	Universiteitstheater	OMHP D0.09	OMHP D1.09
09.00 - 10.40	✖ S1 Motivational processes - Implications for self and other harm-inflicting behavior	✧ T1 Sexuality and homo-phobia	✖ S2 Social neuroscience of threat	✧ T2 Social influence and moral judgement	✖ S3 Self-interest bias of moral judgments of others' actions	✖ S4 Cultural diversity: Costs and benefits of intercultural contact and engagement in majority and/or minority cultures
10.40 - 11.05	Coffee break					
11.05 - 12.45	✖ S6 Action performance and agency	✧ T8 Gender and sexism	✖ S7 Interpersonal processes in emotion regulation	✖ S8 Understanding perceived self-other similarity as the social dimension of psychological distance	✖ S9 Social identity and health: Social identity enhances resilience and well-being	✖ S10 Deconstructing Muslim identity
12.45 - 14.30	Lunch					
13.00 - 14.00	✦ Poster Session P1 Atrium	Round-table discussion. Grants and funding: How can European funds work for social psychologists? Convenor: Manuela Barreto. Aula				
13.20 - 14.20						
14.30 - 16.10	✖ S15 Milgram at 50: New data, new Insights, new perspectives	✖ S16 How physical dimensions relate to power: Theoretical perspectives, and behavioral and perceptual findings	✖ S17 Linking self and group: Cognitive routes to self-group overlap as driving forces of group phenomena	✧ T11 Linking motives and self-processes	✖ S18 New frontiers for evaluative conditioning	✖ S19 The many faces of social categorization
16.10 - 16.35	Coffee break					
16.15 - 17.15	✦ Poster Session P2 Atrium					
17.15 - 18.55	✖ S23 Evolutionary approaches to romantic attraction and relationships	✖ S24 Intergroup contact as learning progress Redefining a classic concept through new lenses	✖ S25 Forget encoding! Motivational relevance determines the cognitive accessibility of information	✧ T15 Motives and daily life	✖ S26 The psychology of sustainable consumption: Causes and possible interventions	✖ S27 Social identity and climate change
19.00 - 20.00	Reception. Atrium and OMHP					

OMHP D0.08	OMHP F0.01	OMHP C0.17	OMHP C2.17	OMHP A0.08	OMHP F0.02
✦ T3 Dehumanization and exclusion	✦ S5 The self in surroundings and vice-versa: The interplay between social environments and self-perceptions	✦ T4 Collective action	✦ T5 Self-regulation and communication	✦ T6 Group cooperation	✦ T7 Methodological innovations
Coffee break					
✦ S11 Overcoming dehumanization	✦ S12 Moving as one: The what's, how's and why's of behavioral synchrony	✦ T9 Intergroup emotions	✦ S13 "The truth is rarely pure and never simple", and the same applies to truth judgments.	✦ S14 Folk scientists: The psychological relevance of people's lay beliefs and theories	✦ T10 Affective influences on cognition and behaviour
Lunch					
✦ Poster Session P1 Atrium					
Round-table discussion. Grants and funding: How can European funds work for social psychologists? Convenor: Manuela Barreto. Aula					
✦ S20 Recent advances in quantitative methods for social psychologists	✦ S21 Ingroup disidentification: Concept, measurement, antecedents, and consequences	✦ S22 New insights to the understanding of close relationships	✦ T12 Cooperation and competition	✦ T13 Contemporary research on emotion perception	✦ T14 Ethics, morality, and media violence
Coffee break					
✦ Poster Session P2 Atrium					
✦ T16 Ideology and political processes	✦ S28 Social and cognitive processes in majority and minority influence	✦ S29 Gender and power in contemporary mass and social media	✦ T17 Immigrants and immigration	✦ T18 Emotion and prosocial behaviour	✦ S30 Shifting the perspective on intergroup emotion: Positive and negative responses to outgroup emotional expression
Reception. Atrium and OMHP					



# Programme Overview

Thursday July 10

09:00 - 19:15

Room	Aula	VOC Zaal	Doelenzaal	Universiteitstheater	OMHP D0.09	OMHP D1.09
09.00 - 10:40	✖ S31 The nature of self-control	✧ T19 Conditioning, priming, and behaviour	✖ S32 Modern-day identity threats on the career aspirations of women and minorities: Causes, consequences and interventions	✧ T20 Intergroup contact 2	✖ S33 Terror Management Theory: Recent trends, potential challenges and future directions	✖ S34 Evolved to lie?
10.40 - 11.05	Coffee break					
11.05 - 12.45	✖ S37 The psychology of social mobility for disadvantaged group members	✧ T25 Stereotype threat	✖ S38 Keeping grip: Coping with world changes through simplification	✖ S39 Minority and non-prototypical leaders: When and how can they prevail?	✖ S40 Motivated empathy: A person x situation perspective	✖ S41 The brighter side of threat: How uncertainty and distrust can yield positive outcomes
12.45 - 14.30	Lunch					
13.00 - 14.00	🔪 Poster Session P3 Atrium					
13.30 - 14.20	Round-table discussion. The Future of Social Psychology: The need for creative and powerful theorizing. Convenor: Klaus Fiedler. Aula					
14.30 - 16.10	✖ S45 Achtung! Attention shapes emotion in everyday experience and social cognition	✖ S46 Restoration of groups' positive identities as a key to intergroup reconciliation and social change	✖ S47 Testing longitudinal models of intergroup contact in diverse contexts phenomena	✧ T29 Applied advances in attitudes and persuasion	✖ S48 Dynamic aspects of social hierarchies: Changes in hierarchies across time, personality, stature and culture.	✖ S48 Dynamic aspects of social hierarchies: Changes in hierarchies across time, personality, stature and culture.
16.10 - 16.35	Coffee break					
16.35 - 18:15	✖ S53 School diversity: Bridging minority and majority group perspectives	✖ S54 How eye-tracking paradigms can shed light on the social dynamics of attention	✧ T33 Intergroup contact 1	✖ S55 So easy, yet so difficult: Social psychological aspects in smile expression and perception	✖ S56 On power and prosociality: Dynamic and reciprocal relationships between hierarchical position and (anti)social behavior	✖ S57 Why are there so few women in power? A fresh look through the glass ceiling
18:15 - 19:15	🔪 Poster Session P4 Atrium					

OMHP D0.08	OMHP F0.01	OMHP C0.17	OMHP C2.17	OMHP A0.08	OMHP F0.02
✖ S35 The social psychology of solidarity	✧ T21 The self in surroundings and vice-versa: The interplay between social environments and self-perceptions	✧ T21 Individual differences and the self	✧ T23 Interpersonal processes in the workplace	✧ T6 Relationships: Interplay of self and dyadic processes	✖ S36 The psychology of system justification: International perspectives
Coffee break					
✧ T26 Judgement and decision making	✖ S42 The psychophysiology of self-regulation	✖ S44 The role of morality in collective action participation and social change	✖ S43 Current directions in narcissism research	✧ T27 Coping and solidarity within groups	✧ T28 Group and social issues
Lunch					
✂ Poster Session P3 Atrium Round-table discussion. The Future of Social Psychology: The need for creative and powerful theorizing. Convenor: Klaus Fiedler. Aula					
✖ S50 The psychology of change: Life contexts, experiences, and identities	✧ T30 Contemporary research in environmental psychology	✖ S51 New directions in social comparison	✧ T31 Stereotypes and prejudice 1	✖ S52 Perceiving unseen minds: Cognitive mechanisms of supernatural belief	✧ T32 Perception and attention
Coffee break					
✖ S58 Ironies of selection in education: Low-status students between status blindness and status assets	✧ T34 New approaches to studying attitudes	✖ S59 Socially situated cognition: Illuminating different facets of socially shaped memory	✧ T35 Stereotypes and prejudice 2	✖ S60 The benefits and pitfalls of deliberative processing in judgments and decision making	✧ T36 Health, well-being, and behaviour
✂ Poster Session P4 Atrium					

# Programme Overview

Friday July 11

09:00 - 21:15

Room	Aula	VOC Zaal	Doelenzaal	Universiteitstheater	OMHP D0.09	OMHP D1.09
09.00 - 10:40	✖ S61 Inclusion in diversifying societies: Individual and group perspectives	✖ S62 Individual differences in intergroup contact: Irrelevant, or critical?	✖ S63 Gender and stereotypes in leadership	✖ T37 Motives and goal pursuit	✖ 64 Shame's many faces: Approach? avoid? moral?	✖ S65 The dynamics of subtle influences on (im)moral behavior
10.40 - 11.05	Coffee break					
11.05 - 12.45	✖ S71 Replications of important results in social psychology	✖ S72 Strategies for promoting positive cross-group interactions	✖ S73 Gender and the self in educational systems	✖ S74 The influence of economics on psychology and behaviour: Evidence from survey-, archival-, and experiment-based studies	✖ S75 Evaluative learning: Intersecting contingencies as a new way to change implicit and explicit evaluations	✖ S76 How am I doing? Understanding how people monitor their goal progress
12.45 - 14:30	Lunch					
13.00 - 14:00	🔪 Poster Session P5 Atrium					
13.30 - 14:20	Round-table discussion. The future of Social Psychology: Societal and structural concerns. Convenor: Steve Reicher. Aula					
14:30 - 16:50	Awards Session and Tajfel Lecture. Aula					
17:15 - 18:45	Members Meeting. Aula					
19:15 - 21:15	Football. SC Buitenveldert					

OMHP D0.08	OMHP F0.01	OMHP C0.17	OMHP C2.17	OMHP A0.08	OMHP F0.02
✖ S66 Does power help or hinder? When and how social power changes reactions to others	✖ S67 Punishment in a social context	✖ S68 Social media and collective action: New perspectives on online and offline forms of political activism	✧ T38 Support giving and receiving	✖ S69 The judgment is in the sample – towards a grounded social psychology	✖ S70 Talking about 'them' and 'us': Constructing and reconstructing national/ethnic identities and shaping intergroup relations
Coffee break					
✖ S77 New communication technologies, social identity and group processes	✖ S78 Theories of collective action applied in current protests around the world	✖ S79 The influence of self resources on generosity	✧ T39 Black and White Sheeps with groups	✖ S80 Taking interpersonal accuracy into new territories: An examination of novel psychological mediators, moderators and domains	✧ T40 Normative context and social groups
<b>Lunch</b> <b>🔪 Poster Session P5 Atrium</b> <b>Round-table discussion. The future of Social Psychology: Societal and structural concerns. Convenor: Steve Reicher. Aula</b> <b>Awards Session and Tajfel Lecture. Aula</b> <b>Members Meeting. Aula</b> <b>Football. SC Buitenveldert</b>					

# Programme Overview

Saturday July 12

09:00 - 18:00

Room	Aula	VOC Zaal	Doelenzaal	Universiteitstheater	OMHP D0.09	OMHP D1.09
09.00 - 10.40	✖ S81 First offers in negotiations: Who starts, how, when, and which party benefits.	✖ S82 Maintaining and changing social hierarchies: Cognitive, affective and motivational perspectives	✖ S83 Historical representations and their relevance for understanding intergroup relations	✧ T41 Intergroup morality	✖ S84 Sources of sameness, determinants of difference: The impact of culture, motivation, and ethics on identity	✖ S85 Influences on risk perception, assessment and behavior.
10.40 - 11.05	Coffee break					
11.05 - 12.45	✖ S89 Taking the psychology of social class seriously: New research on socio-economic status, well-being, and prejudice	✧ T45 Gender in the workplace	✧ T46 Politics, ideology, and social influence	✖ S90 The past, the future, and me: The self and the temporal representation of events	✖ S91 When goals collide: The consequences and resolution of goal conflicts	✖ S92 Handling risk in the real world: A context sensitive investigation of risk
12.45 - 14.30	Lunch					
13.00 - 14.00	✦ Poster Session P6 Atrium					
13.30 - 14.25	Presentation of the new journal of EASP and SASP: Comprehensive Results in Social Psychology. Convenor: Kai Jonas. Aula					
14.30 - 16.10	✧ T49 Automaticity and implicit processes	✖ S97 Responses to social identity threat: Explicit and implicit strategies	✖ S98 Changes in group structures, uncertainty and continuity	✖ S99 Maintaining social inequality: Perceiving, reacting to and distancing from bias	✖ S100 Using social psychology to guide social interventions in conflict and post-conflict settings and culture	✖ S101 Seeing the world through my own eyes: Egocentrism, misunderstanding and conflict
16:20 - 18:00	✖ S104 How status, stereotypes, and lack of control reinforce and maintain the status quo	✧ T54 Groups, discrimination and respect	✖ S105 Construing identities, constructing the self: How relationships between multiple identities influences resilience and well-being	✖ S106 Intergroup helping: A focus on the positive side	✖ S107 Toward a differentiated social endocrinology: Conditions of oxytocin effects on social experience and behavior	✖ S108 When the past is difficult: Counterfactuals, regrets, and justifications
19:30	Farewell Dinner Grand Hotel Krasnapolski					

OMHP D0.08	OMHP F0.01	OMHP C0.17	OMHP C2.17	OMHP A0.08	OMHP F0.02
✖ S86 The negative side of positive emotions	✖ S87 Current research on ostracism and social exclusion	✖ S88 Social distance, social bonding, and the body	✧ T42 Dual and multiple identities	✧ T43 Ingroup cohesiveness	✧ T44 Self- and other-perception
<b>Coffee break</b>					
✖ S93 The social power of the past: Nostalgia as a resource for interpersonal and group harmony	✖ S94 Putting morality in context: Moral judgment under intra and intergroup pressure	✖ S95 The global village: The impact of cultural mobility on personality, identity, and well-being.	✧ T47 Enhancing performance and motivation in youth	✖ S96 The social side of language: How linguistic cues guide social inferences	✧ T48 Affect and cognition
<b>Lunch</b>					
✦ <b>Poster Session P6 Atrium</b>					
<b>Presentation of the new journal of EASP and SASP: Comprehensive Results in Social Psychology. Convenor: Kai Jonas. Aula</b>					
✖ S102 Achievement goals: New proposals for future research	✖ S103 What would you do under threat? Current and future directions in terror management theory	✧ T50 Social neuroscience: novel applications	✧ T51 Justice	✧ T52 Prosocial and antisocial behaviour	✧ T53 Emotional processes and everyday behaviour
✖ S109 Does moral disgust really respond to harm and unfairness? Perspectives and resolutions.	✧ T55 Motivation and goal pursuit	✧ T56 Embodiment and physical actions	✧ T57 Power and status	✧ T58 The role of emotion in everyday life	✧ T59 Maintenance processes in social relationships
<b>Farewell Dinner Grand Hotel Krasnapolski</b>					







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